

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, September 14, 2018-8:30am
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on September 14, 2018 in the Indiana Convention Center's Boardroom.

Board Members present included Melina Kennedy, David E. Corbitt, Mary Ann Fagan, Michael C. Terrell, Maggie A. Lewis, Jim Dora Jr., Brenda Myers, Ray Biederman and David Ruhmkorff. Ex-Officio, Leonard Hoops was absent. Others in attendance included Barney Levensgood, Executive Director, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, Kobi Wright, Staff Counsel and Business Operations Director, Debbie Hennessey, Convention Center Director, Tim Kuehr, Chief Financial Officer, Eric Neuburger, Stadium Director, Daren Kingi, Visit Indy ("VI"), David Sease, SGA, Curt Fritsch, CRF Group, and members of the media. (A copy of the list of those who signed in upon arrival is also attached hereto.)

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, August 24th meeting. Upon a motion by Ms. Fagan and seconded by Ms. Lewis, the Minutes were unanimously approved as presented.

Mr. Kuehr presented the **Financial Update** to the Board as per the supporting documentation, which is attached 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. Mr. Levensgood added the previous evening he and Mr. Kuehr and Board member Mary Ann Fagan presented the 2019 CIB Budget before the Municipal Corporations Committee ("MMC"). He commented that he thought the meeting went well and explained they would be returning in two weeks for a follow up meeting of the MMC to continue the budget review process.

Mr. Levensgood introduced Daren Kingi who presented the **Visit Indy Update** with the Room-Night Production and Convention Center Booking Pace graph documents attached to and made a part of these Minutes. Mr. Kingi informed the Board that VI and in particular Chris Gahl, the V.P. of Marketing and Communications, have been concentrating their efforts on the Transient Leisure Market and he was happy to report the number of weekend room nights had increased by 20,000 nights from last year at this time. He also mentioned that the recently held Meeting Professionals International ("MPI"), meeting (which the CIB and Hamilton County so strongly supported) has already begun to have some impact on VI's numbers. He shared that VI has three definite bookings which equates to 1,300 room nights and thirty group leads being worked on with a potential for approximately 50,000 room nights. He explained this translates into a large potential

economic impact for the City and promised the Board that VI will keep it informed on this impact as time progresses. Ms. Kennedy thanked him for his report and asked if there were any questions for Mr. Kingi from the Board and there were none at this time.

Ms. Hennessey presented the **ICCLOS Sales Report**, which is attached to and made a part of these Minutes. Ms. Hennessey informed the Board that the occupancy in the Convention Center for the month was 53.4% in the Exhibit halls and 52.7% in the Stadium. She highlighted some of the recent notable events in the Convention Center including two gaming events in Gen Con and GameStop, as well as HR Indiana, and Purdue Global University. At Lucas Oil Stadium Drum Corp International ("DCI") returned with approximately 38,200 attendees and the Colts completed its preseason games. Ms. Hennessey informed the Board in September there will be two regular season Colts games and tomorrow night the highly anticipated Taylor Swift concert will take place at Lucas Oil Stadium. Ms. Hennessey remarked that there were a total of eighty-two trucks unloading equipment for the production of her show. Mr. Levengood noted that because of the design of Lucas Oil Stadium and the additional entrances that vehicles can drive through, the building is ideal for loading and unloading trucks for large events such as this concert. He also wanted to share with the Board that the Convention Center had the largest grossing catering event ever in the building with \$1.5M in food and beverage sales for the recent GameStop event, remarking that this was significant and evidence of all the hard work being done in the building. Ms. Kennedy thanked Ms. Hennessey for her report and asked if there were any questions from the Board. There were no questions at this time.

The next item on the agenda, **Indians Sublease Agreement Amendment** is attached to and made a part of these Minutes. Mr. Levengood reminded the Board that in October of 2015 the CIB approved a Lease Agreement with the Indians which included Capital Investments. The Capital Investment portion spanned the first three years of the twenty year term and contained a list of mutually agreed upon Capital repairs to be done at Victory Field by the CIB, as well as the order in which these repairs would be undertaken. Mr. Levengood informed the Board the Indians requested to modify the order of the list. He explained the CIB would not be paying any more money and the Indians have agreed to make up any difference in the amount spent on the repairs should it surpass the agreed upon amount. There was a discussion among Board members regarding questions such as the timetable for repairs, possible hidden CIB costs and other variables with Mr. Levengood providing further details of the 2015 Lease and answering questions to the satisfaction of the Board. When there were no further questions from the Board, Mr. Levengood asked for a motion to approve the agenda item. Upon a motion by Ms. Lewis and seconded by Mr. Biederman, the **Indians Sublease Agreement Amendment** was unanimously approved as presented.

Mr. Levengood next presented the **Hudnut Commons South Stair Plaza Repair** which is attached to and made a part of these Minutes. He explained to the Board this project involves repair work of the South Stair surfaces at Hudnut Commons. The project was estimated to cost \$350,000, so consistent with Indiana's Public Procurement Laws, the CIB published Invitations to Bid for base bid with no alternates. The low bid was submitted by Glenroy Construction in the amount of \$337,000.00. Staff and counsel have

determined that its bid is both responsive and responsible. Mr. Levengood explained that staff and counsel have reviewed all the documents and recommend to the Board that it award the contract to Glenroy Construction in the amount of \$337,000.00 as the most responsive and responsible bidder. Upon a motion by Mr. Dora and seconded by Ms. Fagan, a contract with Glenroy Construction was unanimously approved as presented.

Mr. Levengood next presented the **Lucas Oil Stadium Video Production System Replacement (RFP)** which is attached to and made a part of these Minutes. He explained that the current video control equipment has met the end of its useful life, in that the manufacturer will no longer support the equipment. The Colts organization has asked if some enhancements can be made at its cost in addition to the work being undertaken by the Board under its contractual obligation to the Colts. Mr. Levengood explained to the Board that Don Graham with Bingham Greenebaum Doll LLP has been working with the Colts on these negotiations and should the Board approve this item today there is already a signed agreement in place. Mr. Levengood explained that an RFP was developed by WJHW and published on June 15, 2018 for replacement of the existing equipment along with upgrading the technology with a hybrid system that would communicate on an IP protocol. In addition to the RFP's Base Proposal the CIB included 22 alternates and 32 unit costs and received a total of four proposals to review. At the conclusion of the first round of interviews two integrators were selected for best and final offers. Beck TV submitted the most advantageous proposals from the remaining two finalists. Mr. Levengood explained that Beck TV's proposal, including selected alternates and unit costs, is \$8,557,399.58. Staff and Counsel recommend awarding Beck TV with the Supply Contract for the Lucas Oil Stadium Video Production System in the amount of \$8,557,399.58. He added that five alternates and five unit costs were accepted. He informed the Board the Colts agree to reimburse the CIB \$2,520,794.68 for selected alternates and unit costs under the Agreement noted above. Specifically, the Colts will pay for the alternates and unit costs which will upgrade certain portions of the base equipment and purchase additional equipment to enhance the system including increasing from a five camera system to a twelve camera system. There was a brief discussion among the Board members with Mr. Levengood answering questions. Upon a motion by Ms. Fagan and a second by Mr. Ruhmkorff, **Lucas Oil Stadium Video Production System Replacement (RFP)** was unanimously approved as presented. Mr. Levengood expressed gratitude to Tom Boyle, the CIB's Director of Operations, for all his efforts putting this complicated RFP together and also thanked Don Graham for his assistance with regard to the negotiations with the Colts organization and resulting Agreement.

Mr. Levengood next presented the **Microsoft Agreement (3 years)** Agenda item which is attached to and made a part of these Minutes. He explained that the CIB needs to update and upgrade the current Microsoft software products which will bring the CIB current releases with software support and future upgrades. He reminded everyone that he has authority to approve one year agreements on behalf of the Board but any multi-year agreements need to be brought before the Board for approval. He reiterated that this is a 3 year agreement for Microsoft software products. This Agreement consists of two amounts; a onetime purchase of \$10,526.74 for the Microsoft Select Agreement (SA) and

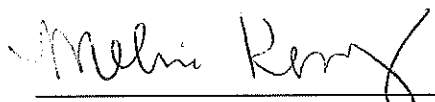
an annual cost of \$89,466.23 for the Microsoft Enterprise Agreement (EA) for a total cost of \$278,925.43 over a 3 year period. Mr. Levensgood explained the reason it is being done this way is because the CIB can obtain better rates by extending the service for 3 years. He added that the costs were taken directly off the current QPA list. There were no questions from the Board. Upon a motion by Mr. Dora, and a second by Mr. Corbitt, the **Microsoft Agreement (3 years)** was approved unanimously as presented.

Mr. Levensgood next presented the **Disposal of Obsolete Equipment** which is attached to and made a part of these Minutes. Mr. Levensgood noted the list of equipment has been reviewed by Staff and found to have no book value. Pursuant to a motion by Ms. Fagan and seconded by Mr. Dora the **Disposal of Obsolete Equipment** was unanimously approved by the Board.

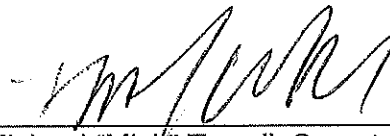
The next topic on the agenda was the **Claims**. Mr. Levensgood presented these to the Board as per the supporting documentation, which is attached to and made a part of these Minutes. Ms. Fagan recused herself from line item 37 on voucher 5792G regarding Bingham Greenebaum Doll LLP. Ms. Myers recused herself from line 310 on voucher 5792G. There were no questions from the Board and upon a motion by Ms. Lewis and seconded by Mr. Ruhmkorff, Claims 5792G, and 5848C were unanimously approved by the Board taking into account the aforementioned recusals.

In **Other Business** Ms. Kennedy expressed condolences on behalf of the Board to the family of former City County Council member Mary Moriarty-Adams who passed away earlier in the week. Ms. Solada also asked the Board to keep Representative Tim Brown, who was critically injured in a recent accident, and his family in their thoughts and prayers.

With no **Other Business** and no **Public Comment**, the meeting was adjourned.



Melina Kennedy, President
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY, INDIANA



Michael "Mick" Terrell, Secretary
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY, INDIANA