

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, January 11, 2019-8:30am
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on January 11, 2019 in the Indiana Convention Center's Boardroom. Board Members present included Melina Kennedy, David E. Corbitt, Mary Ann Fagan, Jim Dora Jr., Maggie A. Lewis, David Ruhmkorff, and Ray Biederman as well as Ex-Officio Leonard Hoops. Board members Michael C. Terrell and Brenda Myers were absent. Others in attendance included Barney Levengood, 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, James Wallis, Visit Indy ("VI"), David Sease, SGA, Curt Frisch, 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** from the Friday, December 14, 2018 meeting. Upon a motion by Ms. Lewis and seconded by Mr. Dora 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.

Ms. Kennedy introduced Leonard Hoops to present the **Visit Indy Update**. The Market Share Performance report, Room-Night Production and Convention Sales Booking Pace graph documents are attached to and made a part of these Minutes. Mr. Hoops explained to the Board that the booking numbers for 2018 turned out better than anticipated. He noted there were 896,544 room nights booked while the room night goal for the year was 800,000 making this VI's second best booking year ever. Mr. Hoops directed the Board's attention to the recent significant bookings by VI including the Capital Sports Volleyball Central Zone Invitational. He noted this event will be a nice addition to the other winter athletic events booked, in particular the Nike Mid-East Tournament which attracts approximately 30,000 attendees. Mr. Hoops explained a difference between Indianapolis and other Midwestern cities like Minneapolis is that Indianapolis really does have bookings all 12 months of the year while most other cities in the Midwest do not have the luxury of that full of a booking calendar. Mr. Hoops reminded the Board that VI would be hosting its State of Tourism meeting on January 24th and that this year it would be even more of a special occasion than usual because former Colts Quarterback, Peyton Manning was going to be in attendance to receive the Bill McGowan Award, the City's

highest tourism award. Ms. Kennedy thanked Mr. Hoops for the report and asked if there were any further questions 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 ICC Exhibit Halls for the month of December was 62% capacity. She highlighted some other notable events which occurred in December including Colts games against the Dallas Cowboys and the New York Giants, the Big Ten Football Championship with approximately 59,273 attendees, Performance Racing Industry ("PRI") with approximately 48,000 attendees and Indianapolis Auto Show with approximately 25,000 attendees. She noted that PRI and the Indianapolis Auto Show were both repeat events. Ms. Hennessey noted the building hosted the Fellowship of Catholic University Students ("FOCUS") for the first time with an estimated attendance of approximately 16,000 adding this was a good event, especially for the month of January. She explained the staff was preparing for JAMfest to return later this month and currently Circle of Stars Gymnastic Invitational was in the building. Ms. Hennessey mentioned other upcoming events in January including Capital Sports Volleyball, the Council for Exceptional Children Annual Convention in the Convention Center, Mid America Pool, Spa and Outdoor Living Show and the Indiana Green Expo 2019 being held at Lucas Oil Stadium. Ms. Kennedy asked if there were any questions for Ms. Hennessey and there were none at this time.

2018 Bad Debt Write-Off

Mr. Levensgood presented the **2018 Bad Debt Write-Off** agenda item which is attached to and made a part of these Minutes. Mr. Levensgood asked the Board to write off the bad debt amount of \$430.45 for the year, explaining this was an extremely low amount considering the large amount of revenue received by the CIB. Mr. Levensgood commended Tim Kuehr and the entire Accounting Department on a job well done adding that the CIB consistently has a low dollar amount to write off if any at all. Upon a motion by Mr. Ruhmkorff and seconded by Ms. Fagan the 2018 Bad Debt Write-Off was unanimously approved as presented.

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 48 on voucher 6342G regarding Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line item 28 on Voucher 6379C regarding Indianapolis Power and Light. There were no questions from the Board and upon a motion by Ms. Lewis and seconded by Mr. Ruhmkorff, Claims 6342G, and 6379C were unanimously approved by the Board taking into account the aforementioned recusals.

Ms. Kennedy mentioned she did have one item of business to share with the Board under **Other Business** which was bittersweet. She informed the Board that Mr. Levensgood is announcing his intention to retire this year. She added that he has done an outstanding job for literally decades and that he has the biggest shoes to fill. She said she knew he had been thinking about this and discussing it with his family for a number of years and jokingly added she had done her best to delay his decision, but added in all seriousness

that she was very happy and excited for him to begin this next chapter in his life. Ms. Kennedy informed the Board that it was her intention to move forward quickly with the process of filling the Executive Director position and she has asked Board Vice President David Corbitt and Board Secretary Mick Terrell to assist in the selection process. She explained that Medallion Partners had been hired as the firm to help do a national search for the position but local candidates would also be considered. The Executive Director job description will be posted on the website. She stated she hoped to have the process underway by the following week and would keep the Board apprised of the progress along the way. Ms. Kennedy explained the search committee was working toward a timeframe to fill the position by the end of 1st quarter. She stressed that this was not an immediate goodbye as Barney has agreed to remain on in a consulting role for a period of time which would help to foster a smooth transition. Ms. Kennedy thanked Mr. Levengood and reiterated that the Board has appreciated the many things he has done for the CIB over the years and invited him to say a few words to the Board.

Mr. Levengood addressed the Board reminding them that this journey began for him 28 years ago in January 1991 and he calculated he had attended a total of 330 Board Meetings. He noted that he had worked for Mayors Bill Hudnut, Stephen Goldsmith, Bart Peterson, Greg Ballard and current Mayor Joe Hogsett. Mr. Levengood mentioned he had served under various Board Presidents beginning with Jim Dora Sr. who originally hired him along with David Frick and Maribeth Smith to name a few. He communicated that all the Board Presidents were great to him but wanted to particularly thank Melina for being kind and patient with him while he was considering this decision. He shared that when he started this position and moved to Indianapolis from Toledo his kids were 9 and 11 years old and now they have children of their own. Mr. Levengood wished to thank some of the people that have helped him along the way and began with his wife, Cindy saying she has always been supportive of his commitment to his job and the Capital Improvement Board.

Mr. Levengood then thanked his Staff over the years and mentioned a few former staff members by name including Bill Sampson, Gloria Mills, Steve Hartman, Mike Fox, Jerry VonTress, Dixie Gough and Gene Gardner. He recognized the incredible CIB partners including Centerplate, Denison Parking, Contemporary Services Corporation ("CSC"), ESG Security, Smart City, Protection Plus and IU Health. Mr. Levengood acknowledged the outstanding Sports Partners of the CIB including the Indians, Colts, Pacers and Indy Eleven, adding it is not always easy to juggle the requests of all these high profile teams but the staff does it quietly and consistently. Mr. Levengood wanted to make sure the Board knew there is always someone in the buildings, whether it be a security guard, dispatcher, or an employee in Set-up, Housekeeping or Grounds preparing the buildings for the following day. He compared it to a hospital saying the ICCLOS never shuts down. He stressed to the Board that there were so many unsung heroes that the Board never gets to see and that is what makes the building run so well.

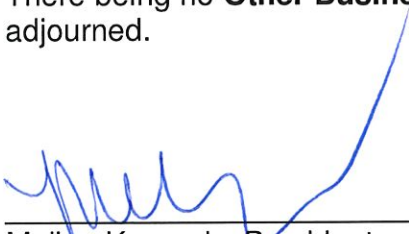
Mr. Hoops and Mr. Corbitt both commented on their interactions with Mr. Levengood over the years. Mr. Hoops noted he met Mr. Levengood almost 8 years ago in February of 2011 when he began at VI. He stated it has been a pleasure to work with Barney over

the years and they have become good friends throughout the process and work well together. He stated that Barney has a very unique skill set and is not "just a building" guy. He noted that Barney is able to juggle many things such as the media, the staff, attorneys and other executives as well as making sure the buildings run the best they can and does all very well. Mr. Hoops stated that in his experience it is rare to have all of those unique skills and traits in one person but the CIB has it in Barney. Mr. Corbitt noted that he has had business, social and personal relationships and conversations with people who have occupied the building, either as clients or guests. He shared that these people from outside the market never hesitate to say that their interactions, whether it be with Sales, Hospitality, or Event Planning, is that no other city compares to Indianapolis and that he took that to be a reflection of Barney and his commitment to the CIB and the facility. He said it showed throughout his staff and was a testament to how Mr. Levensgood cared about Indianapolis and this market.

Mr. Levensgood emphasized that the Board has a lot of really good people working for it and recognized his Executive Staff including Eric Neuburger, Director at Lucas Oil Stadium, Debbie Hennessey, Director at the Convention Center, Tom Boyle, Director of Operations, Kobi Wright, Senior Staff Counsel and Business Operations Director and Tim Kuehr, the CIB's Chief Financial Officer. He thanked his Executive Secretary, Pam James for helping to keep him on track and making sure he is always at the right place at the right time. He added that this group, as so many others in Indianapolis, quietly do their jobs, what is right for the community and get things done.

As a **Public Comment** David Sease shared over the years he has had the opportunity to work on all different levels with Mr. Levensgood saying "he is very unique as we all know, but he is the best."

There being no **Other Business** to address and no **Public Comment**, the meeting was adjourned.



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



Michael "Mick" C. Terrell, Secretary
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