

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Friday, September 13, 2019-8:30 am  
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on September 13, 2019 in the Indiana Convention Center's Boardroom.

Board Members present included Melina Kennedy, David E. Corbitt, Michael C. Terrell, Jim Dora Jr., Brenda Myers, Maggie A. Lewis, Earl Goode and Sarah Fisher as well as Ex-Officio, Leonard Hoops. Board member David Ruhmkorff, was absent. Others in attendance included Andy Mallon, Executive Director, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, Kobi Wright, Business Operations Director and Senior Staff Counsel, Debbie Hennessey, Convention Center Director, Tim Kuehr, Chief Financial Officer, Eric Neuburger, Stadium Director, James Wallis, Visit Indy ("VI"), David Sease, SGA, Curt Fritsch, CRF Group, Brock Peterson, IGA and members of the media. (A copy of the list of those who signed in upon arrival is attached hereto.)

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, August 23, 2019 meeting. Upon a motion by Mr. Goode 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.

Ms. Kennedy introduced Debbie Hennessey to begin the **ICCLOS Sales Report** which is attached to and made a part of these Minutes. Ms. Hennessey informed the Board August started with good attendance for Gen Con with approximately 70,000 attendees and the American Legion National Convention with approximately 10,000 attendees. Other recent notable events included Indiana Comic Con with approximately 30,000 attendees, Drum Core International (which took place at the Stadium but held several of their events at the Convention Center), Sports Inc., HR Indiana Conference and the Indiana Office of Court Services. She mentioned some events which already occurred earlier in September including Auto Blast, Magic Fest and HorrorHound Weekend. Ms. Hennessey explained that currently staff was loading in for the Walmart Holiday meeting and added that portions of the building would be closed to the public during this time as the client was setting up an actual Walmart store inside the Facilities and areas would only be accessible for attendees of that event. She explained the Wabash Corridor would remain open during this period. There were no questions for Ms. Hennessey at this time.

Ms. Kennedy introduced Mr. Neuburger to present the Lucas Oil Stadium portion of the report. Mr. Neuburger stated that despite it only being a couple of weeks since the last CIB meeting there had been a lot of activity at the Stadium. He shared with the Board that there was a Colts game, three (3) Indy Eleven games, seven (7) high school football games and Ball State vs Indiana University in college football. He informed the Board that there was quite a bit of training and game orientations taking place in preparation for the upcoming football season. He mentioned upcoming events taking place before the October meeting included two (2) Colts games, two (2) Indy Eleven games and the Circle City Classic. Mr. Neuburger reminded the Board that LOS will be hosting the NCAA Men's Basketball Regionals in March of next year adding the last time the Stadium hosted the Men's tournament for Basketball was in 2015. He explained his staff would be setting up a half build of the Stadium set up for NCAA Regional seating to proactively prepare for the games in March and ensure all the equipment is working properly. He added that his team has already started planning for 2021 when LOS will host the Final Four Men's Basketball Championship adding the CIB has a good track record with hosting this event and he wants to continue that high standard. He also mentioned the installation of the upgraded Wi-Fi system was going smoothly and he and his staff anticipated a successful launch going into the season. Ms. Kennedy asked if there were any questions for Mr. Neuburger regarding his report and there were none at this time.

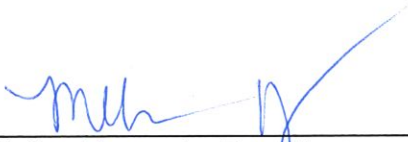
Ms. Kennedy introduced Leonard Hoops who presented the **VI Update** with the Market Share Performance report, Room-Night Production documents and Convention Sales Booking Pace graphs attached to and made a part of these Minutes. Mr. Hoops began his presentation reminding that Board that the month of July set an all-time record for Marion County and it is worth repeating that for July the Downtown occupancy was 76% and Marion County was at 71%. He noted that YTD the Revenue for Marion County was up 7.5% which correlates very tightly with the CIB tax collections from the Hotels. Mr. Hoops stated that VI was at 81% of total production goal for the year but he was not overly concerned at this time as he anticipated a strong 4<sup>th</sup> quarter for sales. Mr. Hoops mentioned that there were four (4) groups that were waiting to see what would happen with the Pan Am Plaza hotel project before committing to booking their events in Indianapolis. Mr. Hoops stated VI could range from reaching 90% of their sales goal to 105% depending on what these groups decided. Ms. Kennedy offered her and Mr. Mallon's assistance if there was anything that they could do to impart confidence to these groups with regard to the hotel project. Mr. Hoops remarked that some of the groups had asked for a very specific clause specifying that they could be released from their contract without penalty should the Pan Am Plaza hotel project not take place as planned. Mr. Hoops remarked that the month of September would host two (2) religious based events explaining both the Revive Our Hearts Leadership and the Pentecostal Church events would be taking place in the facility. Ms. Kennedy thanked him for his report and asked if there were any further questions for Mr. Hoops from the Board and there were none at this time.

The next topic on the agenda was the **Claims**. Mr. Mallon presented these to the Board as per the supporting documentation, which is attached to and made a part of these Minutes. There were no recusals from the Board. Upon a motion by Ms. Lewis and a

second by Mr. Dora, Claims 7634G, and 7619C were unanimously approved by the Board.

In Other Business Mr. Mallon reported to the Board that he and Mr. Kuehr presented the CIB 2020 Budget which the Board had approved at the August CIB Meeting to the Municipal Corporations Committee of the City County Council the night before remarking that things went well and there were no objections with regard to anything that was discussed. He noted that the CIB would report to the full City County Council at the end of October for Budget approval. Mr. Mallon thanked all of our Councilors for all of their hard work and extra time during the last few months as part of this Budget process. Ms. Lewis thanked Mr. Mallon and Mr. Kuehr and their staff for sending the financial information to the Council in advance giving everyone ample time to review the materials.

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, INDIANA



---

David Ruhmkorff, Secretary  
THE CAPITAL IMPROVEMENT BOARD  
OF MANAGERS  
OF MARION COUNTY, INDIANA