

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, September 11, 2020-8:30 am
Indiana Convention Center
Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on September 11, 2020. Due to the Declaration of Public Health Emergency due to the COVID-19 virus and to ensure compliance with the social distancing guidelines and consistent with the Governor's Orders, this meeting took place via teleconference. Board Members in attendance included Melina Kennedy, David E. Corbitt, Michael C. Terrell, David Ruhmkorff, Jim Dora Jr., Maggie A. Lewis, Brenda Myers, Earl Goode and Sarah Fisher as well as 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, Business Operations Director and Senior Counsel, Eric Neuburger, Stadium Director, Tim Kuehr, Chief Financial Officer, Art Kodroff, Controller, Monique Wise, Senior Sales Manager, Chad Wilke, Senior Event Coordinator, Chris Gahl, Visit Indy, ("VI"), Daren Kingi, VI, David Sease, SGA, Lisa Vielle, Well Done Marketing, Linda Anderson, Synthesis, Ellen Bankston, the Peterson Fellow with the Mayor's office, and members of the media. (A copy of the list of those who were in attendance on the call is attached hereto.)

Ms. Kennedy asked Mr. Mallon if he had anything he wanted to address with the Board before beginning starting the meeting. Mr. Mallon informed the Board that Debbie Hennessey is no longer with the Convention Center and Monique Wise, the Senior Sales Manager, will be delivering the ICC portion of the Sales Report later in the meeting.

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, August 14, 2020 meeting. Upon a motion by Mr. Corbitt and seconded by Ms. Myers, 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 questions for Mr. Kuehr regarding the Financial Update. Mr. Dora inquired about the status of the hotel tax revenues going forward into the winter months. Mr. Kuehr was able to provide the financial data for the months of July and August as compared to earlier in the year, but explained that he did not had any conclusive date enabling him to forecast the future hotel tax revenues with any real accuracy. Mr. Hoops interjected that he would cover this topic in his VI Report and may be able to provide

some additional insight with regard to this. There were no further questions from the Board at this time. Ms. Kennedy thanked Mr. Kuehr for the update.

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 years' results to past years results using data and graphs. Mr. Hoops went over the occupancy figures for the earlier months in the year noting that he considered the month of April to be the bottom of the range. He cited occupancy numbers of approximately 29.5% in May, an increase to approximately 36.3% in June and then dropping to approximately 29% in July which is down 53% from last year at that time. He stated the occupancy numbers could be a good indicator of the hotel tax revenue and predicted the months of September to December would be more along of the lines of the month of June. He did not anticipate having the extremely low figures that were present in April. Mr. Hoops stressed that he and his team were actively pursuing leads in the VI pipeline and were currently concentrating on the week of Thanksgiving. He informed the Board that although VI's booking pace was not nearly as large as their goal for this year, it was not much off the 12 year historical booking average figures. Ms. Kennedy thanked Mr. Hoops for his presentation and asked if there were any questions for Mr. Hoops at this time and there were none.

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 during the latter part of August the CIB was successful in hosting some smaller meetings in the Convention center and noted that the month culminated with the final AAU basketball events of the summer of which there were six in total. She noted the last basketball tournament took place over Labor Day weekend and was four days in length. Ms. Wise explained that she and the Sales staff were working closely with Visit Indy and concentrating on building new business while providing strong customer support to existing clients. She acknowledged the strong efforts being made to maintain and preserve the events the CIB does have for the remainder of the year and going into 2021. Ms. Kennedy thanked her for her report and asked if there were any further questions for Ms. Wise and there were none at this time. Ms. Kennedy introduced Mr. Neuburger to present the Lucas Oil Stadium ("LOS") portion of the report. He informed the Board that since the last Board meeting LOS has hosted three Indy Eleven games and will host three additional games before the October CIB Meeting. Mr. Neuburger also noted that there were two Colts practices which he and his staff used as a dress rehearsal for the season opener and upcoming football season game. He informed the Board that currently the Bloomington Gold Corvette Show was taking place in the Stadium and that this show was open to the public and tickets were still available and could be purchased through Ticketmaster. Mr. Neuburger noted that before the next CIB meeting in October, the first 2 Colts games would take place at the Stadium during week two and three of the NFL season. Mr. Neuburger also noted that he and his staff were spending a large portion of their time preparing for the many NCAA events taking place in 2021. Ms. Kennedy asked if there were any questions for Mr.

Neuburger. Mr. Ruhmkorff inquired about the procedure for limiting the tickets for the Colts games. Mr. Neuburger explained that the Marion County Health Department set a limit of 2,500 tickets for each game and that the Colts organization, with their seniority, was using the majority of those tickets. He added that the Suite tickets were factored into this process. He clarified that the LOS staff was responsible for ensuring that the number of tickets being used was not over the designated amount set by the Health Department. Ms. Kennedy thanked him for his report and asked if there were any further questions for Mr. Neuburger and there were none at this time.

Mr. Mallon presented the **BLF Portable Basketball Floor Refurbishment** agenda item as attached hereto and made a part of these Minutes. Mr. Mallon explained this project involves enlarging, with new panels, the existing Pacer floor to fit within the new floor seating matrix. The existing floor will also be refinished with new graphics to match new panels. This project is being coordinated with the BLF renovation work currently in process and is being undertaken consistent with the recently amended Operating Agreement between CIB and Pacers. It has been determined the CIB can utilize a Sole Source supplier under the procurement statute. Mr. Mallon explained the Supply contract cost equals \$100,741.10. Staff and counsel have reviewed all the documents and recommend the contract be awarded to Robbins Inc., in the amount of \$100,741.10. After further inquiries, questions and discussion by the Board and the presenters, and after a motion by Mr. Corbitt as seconded by Mr. Ruhmkorff, a contract with Robbins Inc., for the BLF Portable Basketball Floor Refurbishment was unanimously approved as presented.

Mr. Mallon presented the **New Agreement for LOS Neutral Host Distributed Antenna System (“NHDAS”) with Verizon** agenda item as attached hereto made a part of these Minutes. Mr. Mallon explained this is a new agreement with Verizon Wireless to replace existing 4G DAS in the stadium adding that Verizon will manage and maintain the new DAS system. He further explained this agreement includes Verizon installing 5G in the Stadium as an overlay to the DAS. The overlay is not part of the 4G DAS system. Mr. Mallon noted that Verizon has also committed \$345,000 to upgrade the public safety DAS in LOS and the CIB will own the public safety system once complete. AT&T has committed that they will enter into an agreement with Verizon to join the new NHDAS. The initial term of the new agreement is 10 years with two 5 year renewals and the initial fee for the new agreement is \$75,000 annually with a 4% increase on the each annual anniversary. Mr. Mallon explained that Don Graham, Construction Counsel to the CIB along with staff have reviewed all the documents and recommend moving forward this new agreement. After further inquiries, questions and discussion with the Board and the presenters, and after a motion by Mr. Ruhmkorff as seconded by Mr. Corbitt, the New Agreement for LOS Neutral Host Distributed Antenna System (“NHDAS”) with Verizon was unanimously approved as presented.

Ms. Kennedy introduced the **Claims** as attached hereto and made a part of these Minutes and presented by Andy Mallon. There were no questions from the Board and upon a motion by Mr. Corbitt and seconded by Mr. Dora, Claims 9075G, and 9053C were unanimously approved by the Board. Mr. Mallon then presented the BLF Construction Claims as attached hereto and made a part of these Minutes. There were no questions

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and upon a motion by Mr. Ruhmkorff and seconded by Mr. Dora the BLF Confirming Construction Claims B208 were unanimously approved by the Board.

Other Comment

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
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