

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, November 13, 2020-8:30 am
Indiana Convention Center
Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on November 13, 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 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. Board President Melina Kennedy was absent and Vice President David Corbitt chaired the meeting. 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, Kevin Bower, Pacers Sports and Entertainment, Chris Gahl, Visit Indy, ("VI"), Daren Kingi, VI, David Sease, SGA, Lisa Vielle, Well Done Marketing, Nathan Flynn, Key Bank, Linda Anderson, Synthesis, Inc., and members of the media. (A copy of the list of those who were in attendance on the call is attached hereto.)

Mr. Corbitt introduced Mr. Mallon asking him to provide the Board with an update of any CIB related news since the Board met last month before beginning the agenda for today's meeting. Mr. Mallon began by updating the Board on the progress of the HELP Grant that the CIB, Visit Indy, the City County Council and the Mayor's office have partnered on to assist downtown businesses with rent and mortgage payments during the economic hardship of the COVID-19 pandemic. He noted the COI Chamber, on behalf of the City and the CIB, is working through all the administrative details of the HELP grant applications for this process of managing \$11M that the City provided through the Federal Care Act. Mr. Mallon reported that the application process has ended with a total of 616 applications received. He noting that approximately 30 of these applications were duplicates dropping the total grant applications received to approximately 590 and totaling \$11.4M. He anticipated that all of these applicants would be funded noting that \$4.5M has already been approved. Mr. Mallon reported the percentage breakdown of HELP Grant applicants as 7% Black, 17% Asian, 11% Hispanic and 24% Women owned businesses for an overall total of 52% XPE participation, adding that these numbers and applications were currently being worked through and verified. He commented that this is a very successful grant program and added the CIB is happy to play a part in assisting the downtown renters with their mortgage expenses and help their businesses stay afloat over the next few months. Mr. Mallon then updated the Board on the new State and Local COVID-19 restrictions recently announced by Governor Holcomb and the potential affect

it could have on the CIB if at all. Mr. Mallon noted that while at this time the actual language of the orders was not accessible, the normal health and safety practices that the CIB has put into place since COVID-19 began will remain in effect, stating that most of the CIB's events have been over the 250 marker and adding he and staff have kept the same protocol for events even with fewer attendees than that and have been successful keeping a safe environment for attendees and clients with these health measure in place. The current process includes creating tailored health and safety plans for each customer and event while in constant communication with the Marion County Health Department. Mr. Mallon stated that it is uncertain if the volume of health plans required may increase to some degree as the number of COVID cases increases, but in any event the CIB plans on continuing to follow these practices and work through the partnership with the Marion County Health Department. Mr. Mallon reported that the Facility does have several events scheduled on the calendar as the ICCLOS and CIB recovery continues but that he would leave the details of these future events for Mr. Hoops, Ms. Wise and Mr. Neuburger to share with the Board. Mr. Corbitt asked if there were any questions for Mr. Mallon regarding any of the items he covered in his update and there were none at this time. He commended Mr. Mallon and the CIB staff on trying to deal with the economic circumstances that dealing with the recent COVID pandemic has necessitated.

Mr. Corbitt introduced the **Approval of Minutes** for the Friday, October 9, 2020 meeting. Upon a motion by Mr. Ruhmkorff 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 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. Mr. Corbitt asked if there were any additional questions for Mr. Kuehr regarding the Financial Update and there were none at this time.

Mr. Kuehr directed the Board to the **Field House Management Report**, an additional report in the packet, attached to and made a part of these Minutes, which includes financial information from Fieldhouse Management, LLC as required, pursuant to Section 6(b) of the CIB Agreement with the Pacers. Mr. Kuehr informed the Board this information has been certified by Fieldhouse Management and introduced Kevin Bower of Pacers Sports and Entertainment. Mr. Bower addressed the Board members explaining this is the Statement of Revenue and Expenses for the fiscal 1st quarter and three month period ending September 30, 2020. There were no questions regarding the Field House Management Report at this time. Mr. Corbitt thanked Mr. Bower for his presentation and making himself available to the Board.

Mr. Corbitt 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 referred the Board to the September Market Share report noting that Marion County was down 59% remarking that compared to the record numbers of 2019 the lack of business was highlighted even more. He commented that the downtown area did not do as poorly as he anticipated with 50% occupancy. He noted that YTD occupancy was at 33.3% with YTD Revenue down 55.4% which correlated with the financial report presented by Mr. Kuehr earlier. Despite these low numbers, Mr. Hoops stated that he has a great deal of optimism about the future and what is coming next for Visit Indy in 2021. He shared that the 1st quarter is full of competitions with several cheerleading events and 4 weeks of Volleyball events in the Building. He also highlighted the return of the NFL Combine in February of 2021 as well as USA Gymnastics. Mr. Hoops informed the Board that the Indiana Sports Corporation has been very active working on some single basketball events, along with the CIB and VI, which could potentially occur in the coming weeks and months. He explained that the health protocol for the Big Ten Football Championship has not yet been formally established but that he remains optimistic that this event will indeed take place as planned. Mr. Hoops also mentioned the NCAA Final Four Men's Basketball Championship in the spring of 2021 saying he is confident that the tournament will be taking place in Indy next year. Mr. Corbitt and Mr. Goode asked Mr. Hoops about the status of the other cities that compete with Indy for the tourism business and if any of them were faring better than Indianapolis with regard to booking business during the pandemic. Mr. Hoops responded that Indianapolis is one of the few places that has had any activity taking place since June. He remarked that some places have had more business due to being resort locations, but that Indianapolis is one of the few cities that has held any group events. Mr. Hoops used the recently booked Confectionary Show as an example of this of how well Indy is viewed as a host city in comparison to the competition. He explained that this show is typically held in Chicago every year, but their usual venue was unable to provide them the assurance that they could successful and safely accommodate the client and the event for 2021. The decision was made to leave former venue in Chicago and have the event here because Indy has proven to be a successful and safe venue during the pandemic while other cities' and convention centers have remained empty. After further inquiries and discussion by the Board and Mr. Hoops regarding VI's current status, Mr. Corbitt thanked him for his report and asked if there were any further questions for Mr. Hoops and there were none at this time.

Mr. Corbitt introduced the next agenda item **ICCLoS Sales Report** as attached hereto and made a part of these Minutes and presented by Monique Wise and Eric Neuburger. He introduced Ms. Wise to present the ICC portion of the report. Ms. Wise informed the Board that last weekend the Convention Center hosted a dance event and next weekend the building would be hosting a cheer event. Ms. Wise noted that while at this time the month of December does not appear to be as busy as November, there are a few small events scheduled in the building. She emphasized that the month of January would bring a significant improvement in activity in the building and attendance to downtown. Ms. Wise noted that the annual JAMFest Cheerleading Competition would be kicking off the 1st of 5 consecutive weeks of sporting related events to the Facility. She noted the Winter Volleyball Tournament in one of the following weeks was a new client and a brand new event to the Convention center. She explained that once the potential client saw the space

and the layout that the CIB could offer for his boys' volleyball tournament, he was so impressed he decided to add the girls' portion of the volleyball tournament as well, bringing a total of 15K guests to Indianapolis for the event. She mentioned that January would close with a smaller cheer event following the Capitol Sports Volleyball event. She explained that she and her sales staff are committed to book new business no matter how big or small that business is as well as working hard to retain any events that are already booked. She commented that Mr. Wilke's group continues to work closely with the Marion County Health Department on the health plans for all potential clients and events emphasizing the importance of not only hosting successful meetings but also ones that are compliant with the stringent health regulations and safe for the public. Mr. Corbitt thanked her for her report and asked if there were any further questions for Ms. Wise and there were none at this time.

Mr. Corbitt 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 2 successful Colts games with 12,500 attendees each game. He commented that the roof and window at the Stadium has been able to be open for 4 weeks in a row for the first time which was exciting for the fans. Mr. Neuburger informed the Board that LOS had the privilege of being an early polling place for the November 3rd election with 10,000 people casting their votes early at the Stadium. He said that there has been a lot of positive feedback received from the public with regard to this. He also informed the Board that LOS hosted a food distribution event from the parking lot and a socially distanced Halloween event in the parking lot as well. Mr. Neuburger informed the Board that over the next month there will be 2 Colts games as well as 6 IHSAA Football games over the Thanksgiving weekend at the Stadium. He said that he and his staff were looking forward to hosting the Big Ten Football Championship as well as the Men's Final Four in 2021 and preparing for the College Football Championship in 2022. In closing, Mr. Neuburger commented that LOS could possibly also host some NFL playoff games when January arrives depending on how the Colts finish out their regular season which would be very exciting for the City. Mr. Corbitt 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 BP 2010 Garage Demo Project** agenda item as attached hereto and made a part of these Minutes. Mr. Mallon explained this project involves the demolition of the parking garage at 121 E. Maryland Street, (located north of the Fieldhouse and south of Maryland Street), in order to provide space to construct the new public plaza north of the Fieldhouse. 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. Mr. Mallon noted the budget for this project was estimated to be \$3,676,274. He also stated this is a public works project under Ind. Code 36-1-12 with one deduct alternate, which was accepted. The lowest responsive and responsible bid was submitted by O'Rourke Wrecking Company in the amount of \$1,161,000. Mr. Mallon noted that this was company has 100% WBE participation as well as having 5% MBE and .06 % VBE participation. Mr. Mallon explained that staff and counsel have reviewed all the documents and recommend the contract be awarded to O'Rourke Wrecking Company in the amount of \$1,161,000. After

further inquiries, questions and discussion by the Board and the presenters, and upon a motion by Mr. Terrell as seconded by Ms. Lewis, a contract with O'Rourke Wrecking Company for the BLF BP 2010 Garage Demo Project was unanimously approved as presented.

Mr. Mallon presented the **BLF Smallwares Supply Contract** agenda item as attached hereto and made a part of these Minutes. 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. Mr. Mallon explained this is a smallwares contract requiring the Vendor to supply equipment and utensils to include serving platters, heat lamps, serving carts and serving dishes to BLF kitchen for food service. Mr. Mallon noted the budget was estimated at \$400,000 and this was a public bid for supplies per Ind. code 5-22-7. The lowest responsible and responsive bid was submitted by TriMark Marlin LLC in the amount of \$334,546.65. He explained that because this was a specialized the CIB was not able to have any XBE participation for this contract. Mr. Mallon explained that staff and counsel have reviewed all the documents and recommend the contract be awarded to TriMark Marlin LLC in the amount of \$334,546.65. After further inquiries, questions and discussion by the Board and the presenters, and after a motion by Mr. Dora as seconded by Mr. Ruhmkorff, a contract with TriMark Marlin LLC for the BLF Smallwares Supply Contract was unanimously approved as presented.

Mr. Corbitt introduced the **Claims** as attached hereto and made a part of these Minutes and presented by Andy Mallon. Mr. Mallon presented the Operating Claims as attached hereto and made a part of these Minutes. There were no questions from the Board and upon a motion by Mr. Ruhmkorff and seconded by Mr. Dora Claim 9278G was unanimously approved by the Board. Mr. Mallon next presented the Confirming Claims as attached hereto and made a part of these Minutes. There were no questions from the Board and upon a motion by Mr. Ruhmkorff and seconded by Mr. Dora Claims 9271C was unanimously approved by the Board. Mr. Mallon next presented the BLF Confirming Construction Claims as attached hereto and made a part of these Minutes. He reminded the Board that these expenses were included in the BLF Renovation project and not a part of the CIB expenses and were presented and approved separately to provide transparency to the public with regard to the spending of CIB funds. There were no questions from the Board and upon a motion by Mr. Ruhmkorff and seconded by Mr. Terrell, the BLF Confirming Construction Claims B210 were unanimously approved as presented.

In Other Business, Mr. Hoops informed the Board that Visit Indy was currently involved in the Winter Recovery portion of the HELP grant with the City and that applications were still being accepted for this relief. He directed anyone interested to go to the Visit Indy website for additional information

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

David Corbitt, Vice President
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY, INDIANA

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