

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, April 14, 2023-8:30 am
ICC Boardroom
and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on April 14, 2023. Per Indiana law, this meeting took place in person as well as via teleconference. Board members Marci A. Reddick, David E. Corbitt, David Ruhmkorff, Jim Dora Jr., Sarah Fisher and Jaime Bohler Smith attended in person as did Ex-Officio Leonard Hoops. Board members Mick Terrell and Maggie A. Lewis attended virtually. Mr. Terrell was visible on camera and Ms. Lewis attended via the telephone. Board member Earl Goode was absent. Others in attendance included Andy Mallon, Executive Director, Mary Solada, General Counsel, Dentons Bingham Greenebaum LLP ("DBG"), Tom Boyle, Director of Operations, Kobi Wright, Chief Legal Officer and Business Operations Director, Eric Neuburger, Stadium Director, Tim Kuehr, Chief Financial Officer, Monique Wise, Director of Sales and Marketing, Chad Wilke, Director of Event Services, Monica Brase, Public Information and Marketing Manager, Chris Gahl, Visit Indy ("VI"), Daren Kingi, VI, David Sease, SGA, and members of the media. (A copy of the list of those who were in attendance is attached hereto.)

Ms. Reddick introduced the **Approval of Minutes** for the March 10, 2023 CIB Meeting which are attached to and made a part of these Minutes. Mr. Corbitt motioned to approve the Minutes. Mr. Dora seconded said motion. Ms. Reddick read the roll call to poll the Board and document the vote of each Board Member with the following results:

Marci A. Reddick: Yes
David Corbitt: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Jaime Bohler Smith: Yes
Mick Terrell: Yes
Jim Dora: Yes
Maggie Lewis: Yes
Earl Goode: Not present

There were no further comments from the Board. The Minutes from the March 10, 2023, CIB Meeting 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. Reddick asked if there were any additional questions for Mr. Kuehr regarding the Financial Update and there were none at this time.

Ms. Reddick 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 year's results to past years' results using data and graphs. Mr. Hoops reminded the Board that in 2021 and 2022 Visit Indy

compared the current year's numbers against 2019 because that was a more appropriate benchmark but in 2023, since 2022 ended up being a record year for revenue, VI has returned to comparing the current year's numbers over the previous year's numbers. Mr. Hoops reported that February was a good month and an improvement over February 2022. He informed the Board that Marion County was at 120% for the year over year revenue noting that downtown is outpacing the areas outside of Marion County with the DT numbers at 67.6% and non DT at 52.5%. He noted that overall these numbers were very strong for this time of the year and especially so for a cold weather city. Mr. Hoops was happily surprised to report that the 2023 YTD numbers have already caught up with last year's YTD. He noted that after the months of January and February VI was at 101.8% revenue and DT was at 104.9% revenue year over year noting this was a better start than anticipated start for 2023. Mr. Hoops noted that VI is at 93% YTD at the end of the first quarter for bookings of their target goal of 800,000 room nights for 2023. Mr. Hoops also informed the Board that VI was at 126% of their lead pipeline.

Mr. Hoops noted that he would be traveling the following week to Washington DC for a meeting with the US Travel Association. He noted that he would have the opportunity to meet with local representatives including Senator Braun and Senator Young as well as Congressman Carson, Congresswoman Sparks and Congressman Pence and discuss how travel initiatives positively impact Indiana and the Nation. Ms. Reddick asked the Board if there were any further questions for Mr. Hoops and there were none at this time. She thanked Mr. Hoops for his presentation.

Ms. Reddick 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 the occupancy for March was at 60.7%, which was the highest monthly occupancy so far this year and the highest March occupancy that we have seen since 2013. She noted that the attendance for the month was 67,472, also the highest so far this year. Ms. Wise reported that over the last four weeks the Facility has successfully hosted 13 individual events including the Nike Mideast Qualifier which brought 38,000 athletes and participants to the City and The American Chemical Society with approximately 14,000 attendees. Other notable events held included Music For All National Festival, The Indy Cheerleading Regional Summit, The Center for Leadership & Development Minority Achievers Awards and the Indiana Catholic Women's Conference. Ms. Wise informed the Board that the National Rifle Association is currently in house now and that organizers of the event are planning for approximately 65,000 to 70,000 attendees over the course of the rest of the weekend. Once the NRA move out is concluded the following Tuesday the staff and building will go right into preparing for the move in of FDIC International. She added that this year's event has an anticipated attendance of upwards of 35,000 firefighters and guests. Ms. Wise reported that FDIC will be in the Facility until May 1st. She noted that before the next CIB meeting in May the Facility will have hosted the Mini Marathon Packet Pick Up, Indiana Comic Con, Indiana Early Childhood Conference and Indiana Chamber's Best Places to Work, as well as several IUPUI graduations. Ms. Reddick thanked Ms. Wise for her presentation and asked the Board if there were any questions. There were no questions for Ms. Wise at this time. Ms. Reddick introduced Eric Neuburger to present the LOS portion of the Sales Report. Mr. Neuburger informed the Board that since the last CIB meeting the Stadium has been busy hosting several events including SuperCross with this year's attendance numbers being the highest yet. He informed the Board that the Nike Mideast Volleyball Qualifier also was a large presence in LOS with approximately 15-18 volleyball courts set up across the Stadium floor. He also noted the Indiana State Robotics Championships took place at LOS adding that this event is a great opportunity for students excelling in academics to get to participate in an event on the LOS grounds as their peers are able to do in athletic events. Mr. Neuburger informed the Board that the Stadium held the first major concert since the pandemic with the Luke Combs concert on

April 1st setting a record as the singer's highest selling event ever. He noted that the goal was to reestablish post pandemic that LOS could put on a successful large event and that certainly was the case. He also noted that the attendance figures were also very close to LOS's own venue record for attendance. Mr. Neuburger also shares with the Board that the Stadium has recently held training for IMPD and the IFD departments. He explained that utilizing the building in this manner during gaps of time when there are no events was important and also very useful and beneficial for the police and fire department staff in the event of a real time emergency in the facility increasing the familiarity of the building and logistics for the emergency workers. Mr. Neuburger noted that after FDIC concludes LOS will serve as a polling place or the upcoming May primary and also noted that the Colts will be holding a Select-A-Seat event for season ticket holders as well as an All American Bowl in upcoming weeks. Ms. Reddick asked the Board if there were any questions for Mr. Neuburger and there were none at this time. Ms. Reddick thanked Mr. Neuburger for his report.

Mr. Mallon took this opportunity to recognize the staff at both the Convention Center and the Stadium and comment how hard that everyone is working during this super busy time, adding that many venues are not as busy as ICCLOS during the months of February, March and April. He noted that big shows, such as the recent Luke Combs concert, as well as the little shows all get the same treatment and attention along with the same hard work and strong efforts.

Ms. Reddick introduced Mr. Mallon to present the **Fiber Optic Cabling Infrastructure Contract** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained that this project consists of adding to the already existing fiber trunk connecting LOS to ICC. He explained that this link is responsible for providing redundant services for critical systems along with temporary event related services. Mr. Mallon explained that the addition will also be utilized to connect the new LED Display System for the Convention Center to the Stadium. The CIB issued invitations to quote under Ind. Code 36-1-12-4.7 & 5 and received two quotes. The lowest responsive and responsible quote was submitted by Barth Electric Company, Inc. in the amount of \$89,253.00. There was zero XBE vendor participation in this quote process. Staff and Counsel recommend the award going to Barth Electric Company, Inc. in the amount of \$89,253.00. Mr. Mallon asked if there were any questions from the Board at this time and there were none. Mr. Corbitt motioned to approve the Fiber Optic Cabling Infrastructure Contract agenda item and Mr. Ruhmkorff seconded said motion.

Ms. Reddick read the roll call to poll the Board and document the vote of each Board Member with the following results:

Marci A. Reddick: Yes
David Corbitt: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Jaime Bohler Smith: Yes
Mick Terrell: Yes
Jim Dora: Yes
Maggie Lewis: Yes
Earl Goode: Not present

The Fiber Optic Cabling Infrastructure Contract agenda item was unanimously approved as presented and the contract awarded to Barth Electric Company, Inc. in the amount of \$89,253.00.

Mr. Mallon presented the **Uni-Systems Supply Contract** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained that this agenda item pertains to the Movable Roof Controls Supply Contract at LOS. He explained that as part of the initial construction of the stadium, ISCBA retained Uni-Systems Engineering to design, develop, manufacture, procure and install the movable roof. He explained that there are two components to the roof at LOS with one being the Mechanical component and the other being the Technology component. He explained this project will replace and update the technology side, which consists of the controls, hardware, software and communication systems, along with all associated devices. Mr. Mallon informed the Board that this upgrade will be a sole source contract with Uni-Systems Engineering. Uni-Systems Engineering has partnered with the CIB for continued maintenance, engineering, inspections and operations since 2008. The cost of the upgrade is \$1,840,165.00 which includes all engineering, procurement of materials and installation. This contract is being awarded in 2023 to start the design phase and the procurement of long lead items with installation and completion by June 2025. Mr. Mallon reported that Staff and Counsel recommend the award of the supply contract going to Uni-Systems Engineering in the amount of \$1,840,165.00. Mr. Corbitt motioned to approve the **Uni-Systems Supply Contract** agenda item and Mr. Ruhmkorff seconded said motion. Ms. Reddick read the roll call to poll the Board and document the vote of each Board Member with the following results:

Marci A. Reddick: Yes
David Corbitt: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Jaime Bohler Smith: Yes
Mick Terrell: Yes
Maggie Lewis: Yes
Jim Dora: Yes
Earl Goode- Not present

The Uni-Systems Supply Contract agenda item was unanimously approved as presented with the award of the supply contract awarded to Uni-Systems Engineering in the amount of \$1,840,165.00. Mr. Mallon thanked the Board for their support and approval of the agenda item.

Ms. Reddick introduced the next agenda item **Disposal of Obsolete Equipment** as attached hereto and made a part of these Minutes and presented by Andy Mallon. Mr. Mallon noted the list of equipment has been reviewed by Staff and found to have no book value. Ms. Reddick asked if there were any questions from the Board and there were none at this time. Mr. Corbitt motioned to approve the Disposal of Obsolete Equipment agenda item and Mr. Ruhmkorff seconded said motion. Ms. Reddick read the roll call to poll the Board and document the vote of each Board Member with the following results:

Marci A. Reddick: Yes
David Corbitt: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Jaime Bohler Smith: Yes
Mick Terrell: Yes
Jim Dora: Yes

April 14, 2023

Page | 5

Maggie Lewis: Yes

Earl Goode: Not present

The Disposal of Obsolete Equipment agenda item was unanimously approved as presented.

Ms. Reddick introduced the **Claims** as attached hereto and made a part of these Minutes. Mr. Mallon presented **Operating Claims 402G**. There were no questions from the Board at this time. Mr. Corbitt motioned to approve the Operating Claims and Mr. Dora seconded said motion. Ms. Reddick read the roll call to poll the Board and document the vote of each Board Member with the following results:

Marci A. Reddick: Yes

David Corbitt: Yes

David Ruhmkorff: Yes

Sarah Fisher: Yes

Jaime Bohler Smith: Yes

Mick Terrell: Yes

Jim Dora: Yes

Maggie Lewis: Yes

Earl Goode: Not present

The Operating Claims 402G were unanimously approved as presented.

Mr. Mallon next presented the **Confirming Claims 368C** to the Board. There were no questions from the Board at this time. Mr. Corbitt motioned to approve the Confirming Claims and Mr. Dora seconded said motion.

Ms. Reddick read the roll call to poll the Board and document the vote of each Board Member with the following results:

Marci A. Reddick: Yes

David Corbitt: Yes

David Ruhmkorff: Yes

Sarah Fisher: Yes

Jaime Bohler Smith: Yes

Mick Terrell: Yes

Jim Dora: Yes

Maggie Lewis: Yes

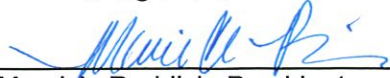
Earl Goode: Not present

The Confirming Claims 368C.were unanimously approved as presented.

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

April 14, 2023

Page | 6



Marci A. Reddick, President
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY



David Ruhmkorff, Secretary
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