

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY  
Minutes of Meeting  
Friday, July 14, 2023-8:30 am  
Visit Indy Boardroom (3<sup>rd</sup> floor of Indiana Convention Center)  
and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on July 14, 2023. Per Indiana law, this meeting took place in person as well as via teleconference. Board members Marci A. Reddick, David E. Corbitt, Mick Terrell, David Ruhmkorff, Earl Goode, Jim Dora Jr., Sarah Fisher, Maggie A. Lewis and Jaime Bohler Smith attended in person as did 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, Chief Legal Officer and Business Operations Director, Eric Neuburger, Stadium Director, Tim Kuehr, Chief Financial Officer, Chad Wilke, Director of Event Services, Monique Wise, Director of Sales and Marketing, Monica Brase, Public Information and Marketing Manager, Art Kodroff, Controller, James Wallis, Visit Indy ("VI"), Chris Gahl, VI, and members of the media. (A copy of the list of those in attendance is attached hereto.)

Ms. Reddick introduced the **Approval of Minutes** for the June 16, 2023, CIB Meeting, which is attached to and made a part of these minutes. Upon a motion by Mr. Corbitt and seconded by Mr. Terrell 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. 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, made a part of these Minutes, and presented by Leonard Hoops. Mr. Hoops acknowledged the new Diligent Board software, which was implemented since the last Board meeting. He 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. He reported that Marion County had a record May in terms of total revenue, average daily rate, and revenue for available room YTD. He also noted that downtown is up about 5% total revenue YTD. Mr. Hoops reported that overall things are getting very close to being as good as they were in 2019. He noted that downtown occupancy was still trailing by approximately 10% but that it was consistently going in the right direction. He noted that the non-Marion County MSA was also having a record year. Mr. Hoops reported that VI was at 107% YTD on booking goals for 2023. He explained that he thought there were three main reasons for this. The first being that his team at VI are working hard to fill the pipeline. The second reason being that as predicted for a long time, eventually people are returning to travel after the pandemic. Lastly, he noted that the announcement that the Hotel and Convention Center expansion had been funded and was moving forward prompted an increase in interest and bookings. 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 the month of June was 67% with an attendance of at since the last meeting the facility served as the processing center for all of the swimmers who competed in the National Championships at IUPUI and hosted the National Athletic Trainers Association with approximately 4,000 attendees. Ms. Wise noted that the month of July began with the hosting of both the United Church of Christ and the Church of God in Christ, simultaneously. She informed the Board that later that day the move in begins in the north campus for Delta Sigma Theta Sorority. She explained that this is a building wide event using every inch of the convention center as well as the Stadium. Ms. Wise noted that Delta Sigma Theta is the largest African American Sorority in the world and that the organizers of the event are planning for over 25,000 attendees. She reported that currently Indiana Black Expo is in full swing in the South Campus. She explained that the event began Monday and peaks this weekend running through Sunday evening. Ms. Wise reported that after the completion of Delta Sigma Theta, the building would have a much-needed dark week, which will give Mr. Boyle's team the opportunity to address some needed maintenance, and scheduled upgrade projects. She reported that on July 30<sup>th</sup> the move in for Gen Con begins with the event running from August 3<sup>rd</sup> through the 6<sup>th</sup>. Ms. Wise reported that when the group next meets in mid-August it will be the first move in day for the National Conference of State Legislators noting that it is a rebook from their August 2020 COVID cancellation. She noted that 5,000 state legislators from all over the country are anticipated in Indianapolis for the event. 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 meeting LOS has had the Youth Football Group, Playbook, at the Stadium for six different events as well as another similar event, American Bowl. He reported that youth sporting events are well represented at the Stadium and the groups appreciate being able to use the facility for their events. He informed the Board that there was a great turnout in attendance for the Marion County Prosecutor's Office Second Chance Clinic, noting that there were lines of people overflowing out the doors the entire day. He noted it was a very successful event and that he and his staff were very proud to be a part of such an important event. Mr. Neuburger shared that LOS was able to announce the Saturday Night NBA All-Star event being held at LOS as part of the 2024 NBA All-Star Weekend. He commented that it was a big day for the Stadium and a lot of attention was given to LOS and the facility once the news was made public. He reported that the Stadium recently held a Sodexo Live! job fair event and that another all-LOS Job Fair was scheduled for that Saturday as things gear up for the upcoming Colts season which is just a month away. He noted that this time of year was also a time for ongoing training to ensure that all of the positions are prepared for the season ahead and that the staff knows how important each of their roles are to the success of the team. Mr. Neuburger informed the Board that recently there has been a number of preparation meetings with the USA Swimming as they were in town for the 2023 National Championship and the group took advantage of that opportunity to meet. Mr. Neuburger noted that Delta Sigma Theta will also be in the Stadium for the event and then things will shift into Big Ten Football Media days which will highlight the 14 Big Ten teams and all eyes will be on Indianapolis for the two day event. Other notable events coming to the Stadium include the return of Gen Con as well as the Drum Core International (DCI), the Colts Culinary Showcase, the Horse Shoe Classic featuring high school football teams as well as the first Pre Season home game with the Colts and Bears taking place on August 19<sup>th</sup>. Ms.

Reddick asked the Board if there were any questions from the Board and there were none at this time. She thanked Mr. Neuburger for his report.

Mr. Mallon presented the **ICCLOS AV + Security Project** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon explained that the CIB has engaged in a program to both add new and enhance existing technologies into our event operations program in conjunction with feedback from key customers. He explained that as the Board is aware, the CIB has recently installed LED Displays in the Convention Center that will go live for the GenCon event. Mr. Mallon explained that this project consists of the addition of the following:

- Access Control: Electronic keying system for all meeting rooms and exhibit halls, as well as parking equipment.
- Digital Signage for Meeting Rooms: This will export specific room/speaker information from our event software and display it on an LED display. This will also have the capability to display customer logos or other marketing content as requested.
- Digital Menu Boards for LOS Concession Stands: This system will import information from the POS System as well as displaying marketing content.
- Expand our CCTV System (security cameras) to have full coverage for all ICCLOS Parking Lots.

Mr. Mallon explained that the CIB issued a public RFP pursuant to Indiana Code 5-22-9 and received two proposals. Each vendor participated in a full interview to vet their proposals and outline the systems they propose along with providing the project implementation information. The CIB determined that ERMCO, INC had the most advantageous proposal, in the amount of \$4,697,300.00 with 27.04% MBE participation. Staff and Council recommend the award to ERMCO INC in the amount of \$4,697,300.00. Ms. Reddick asked the Board if there were any further questions and there were none at this time. Ms. Corbitt motioned to approve ICCLOS AV + Security Project agenda item and Mr. Dora seconded said motion. The ICCLOS AV + Security Project agenda item was unanimously approved as presented.

Mr. Mallon presented the **Victory Field Renovations BP#100 Playing Field** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon explained that consistent with the operating agreement between the CIB and Indianapolis Indians the CIB is responsible for certain complex structure related repairs or replacements. He explained that this project consists of replacement of the entire field system to include sub base material and a drainage/sprinkler system. He noted these systems have been in service since 1996 and are a direct CIB responsibility. He clarified that the remaining system top soil/sand mixture, warning track material, and sod are the responsibility of the Indians. In partnership with the Indians CIB has agreed to manage the replacement of the entire system. The Indians will reimburse the CIB for their portion of the project, which will be based on the schedule of values submitted by the contractor.

The CIB issued a public bid under Indiana Code 36-1-12 with an estimated budget for the project of \$2,500,000. The lowest responsive and responsible bid was submitted by Mid America Golf and Landscape INC dba Mid-America Sports Construction in the amount of \$2,037,315.00. There is 1.28% MBE participation. Staff and council recommend the award to Mid-America Golf and Landscape INC in the amount of \$2,037,315.00. Ms. Reddick asked if there were any questions from the Board and there were none. Mr. Corbitt motioned to approve the **Victory Field Renovations BP#100 Playing Field** agenda item, and Ms. Lewis seconded said motion. The **Victory Field Renovations BP#100 Playing Field** agenda item was

unanimously approved as presented with the contract awarded to Mid America Golf and Landscape INC dba Mid-America Sports Construction in the amount of \$2,037,315.00.

Mr. Mallon next presented the **Denison Parking Agreement Amendment** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon informed the Board that he and his Executive staff have been evaluating all of the CIB's long-term agreements, such as our security, catering and now parking, and trying to evaluate if we should continue the partnerships or consider other options. He explained that the CIB's long time partners and managers of our parking has been Denison for the past decade. He explained that Denison manages the CIB's surface lots as well as the Virginia Avenue Garage and that they have been great partners to work with over these years. In particular, he noted that Denison has been very cooperative with regard to increasing the CIB's minority partnerships and staffing and that he and his staff have been happy with the progress that has been made. He stated that staff and counsel's recommendation is to extend this contract for 2 years. Ms. Reddick asked if there were any questions from the Board and there were none. Mr. Corbitt motioned to approve the Denison Parking Agreement Amendment agenda item and Mr. Dora seconded said motion. The Denison Parking Agreement Amendment agenda item was unanimously approved as presented. Mr. Mallon thanked the Board and commented that the CIB and Denison Parking have a good working relationship and he is glad that this partnership will be continuing.

Ms. Reddick introduced Mary Solada, General Counsel, DGB, to present the **Update on CIB Building Facilities Corporation and proposed Written Consent** agenda item, which is attached to and made a part of these Minutes. Ms. Solada informed the Board that there was no vote needed for this item and that this Update on CIB Building Facilities Corporation and proposed Written Consent agenda item was for informational purposes only. Ms. Solada explained that in approximately 1999, the then Goldsmith administration has the idea to create the CIB Building Facility. She explained that at that time the Ober building was made available to the CIB at an affordable price. Because the Mayor's office wanted to ensure that the building did not end up in different hands, the CIB Building Facilities Corporation entity was created. Ms. Solada noted that over the years this entity has served the CIB well and explained that while the entity has remained active, it has been dormant for the last 11 years, approximately. She explained that for the entity to remain in good standing there is a need to have an annual meeting every year and to her knowledge, this has not been done. In order to reestablish this entity, she is asking the Board members sign the consent form as members of the Board of Directors of the CIB and thus the entity, and to have this July 14, 2023 CIB meeting also serve as the annual meeting of the CIB Building Facilities Corporation. Mr. Mallon added that as the CIB is managing the construction of the hotel and expansion on behalf of the City of Indianapolis, part of the strategy behind this is that it logistically makes sense. He explained how this will assist as the construction offices are set up next to the Pan Am site, noting that it will eliminate the need for construction trailers and additional utility charges once the construction gets further underway. He also explained that this would enable the CIB and VI to have a Sales office to display model rooms as well as a space to house the Hilton personnel once that phase of the project occurs. Mr. Mallon also noted that this will potentially enable the CIB to have the opportunity to activate the first floor space before the NBA All-star game. This would enable the CIB to use this nonprofit corporate entity as the leasing entity to sublease out short term and/or long term leases to Hilton, Hunt or minority vendors to carry into the timeframe of the All-Star game and after. Ms. Reddick commented that this is a great idea and helps to make the CIB more nimble with regard to our role in the overall process. Ms. Solada clarified that the Board members are all members of the Board of Directors, not members of the Non-profit. She did note that Mr. Mallon would be a member of the Non-Profit. Ms. Solada asked the

Board members to agree to sign this document as a consent to bring the entity up to date. There were no questions from the Board at this time. Mr. Hoops commented that having the commercial space to available as a model would be extremely beneficial to the Visit Indy and CIB teams when taking prospective clients on tours of the facilities. Mr. Mallon thanked the Board and Ms. Solada for moving forward with this action.

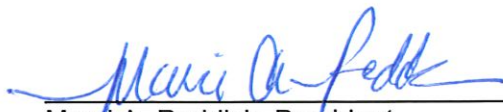
Mr. Mallon introduced the **Claims** as attached hereto and made a part of these Minutes. He then presented Operating Claims 625G and Confirming Claims 619C to the Board for approval. There were no questions from the Board at this time. Upon a motion by Mr. Corbitt and seconded by Mr. Ruhmkorff Operating Claims 625G and Confirming Claims 619C were unanimously approved as presented.

In **Other Business** Ms. Reddick informed the Board that SPARK on the Circle was currently taking place and receiving great reviews from those attending the event. She commented that it is a great opportunity to bring people of all ages back downtown.

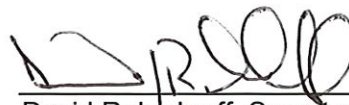
Mr. Mallon wished to give a quick update with regard to the Hotel project. He reported that things are well underway and wished to thank the City County Council's leadership as well as the leadership of OMWBD for facilitating and continuing to support the CIB's decision to look to this project as a way of improving minority and small businesses throughout the City. He recognized David Fredricks of OMWBD for taking time out of his schedule and putting other things on hold to work with Hunt Construction AECOM to make sure that we are maximizing minority, women-owned, veteran and disability-owned businesses for this project.

Mr. Ruhmkorff took this opportunity to address the Board and comment about the recent news that the IrishFest in Central Indiana is no longer able to continue having the annual event largely in part due to lack of funding. He commented that the culture of the City is enriched many diverse groups and that events such as Irish Fest, Italian Fest, the Pride Parade and Indiana Black Expo are all equally important components to preserving the City's rich culture. He commented that it hurts the community when an event as rich in history as Irish Fest is no longer sustainable. He noted that the group was hopeful that a source of funding would be found and the event would be able to make a comeback next year. Ms. Reddick thanked him for his comments.

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



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



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