

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, October 13, 2023-8:30 am
Visit Indy Boardroom (3rd floor of Indiana Convention Center)
and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on October 13, 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, Sarah Fisher and Maggie A. Lewis attended in person as did Ex-Officio Leonard Hoops. Board Members Jim Dora Jr. and Jaime Bohler Smith were absent. Others in attendance included Andy Mallon, Executive Director, 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, Monica Brase, Public Information and Marketing Manager, Art Kodroff, Controller, James Wallis, Visit Indy ("VI"), David Sease, SGA, 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 September 8 2023, CIB Meeting, which is attached to and made a part of these minutes. Upon a motion by Mr. Corbitt 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 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. She congratulated Mr. Hoops on becoming the Chair for the PMCA Professional Management Convention Association 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 reported that the numbers are very encouraging due in part to the huge success of GenCon in August of this year. He reminded the Board that the gaming event sold out and had a record attendance of over 70,000 people over the four days they were in the facility. He commented that when Gen Con sells out, hotels do very well and noted that for Marion County as a whole occupancy was 66% in the month of August and downtown occupancy of over 70%. Mr. Hoops also reported that the average daily rate was \$144 for Marion County and \$195 for the downtown area. Mr. Hoops reported booking numbers YTD at 97% at the end of September. He reported that VI is still expected to be above 100% of goal for the year. Mr. Hoops reported to the Board that VI recently held their Customer Advisory Board sessions, which include a panel of some of the CIB's largest and most influential clients. He explained this group provides valuable feedback to both the CIB and VI with regard to how things are going. He stressed how important these sessions are to the future success of the tourism industry and reported that the group was very pleased to see the updates and initial renderings of the new Hilton Signia hotel and everyone who attended was very excited to see this long anticipated project come to fruition. 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 was 65.6% with attendance of 39,784 and no dark days. Ms. Wise informed the Board that the Do-It-Best Fall Market was in the building taking up a large portion of the facility for their annual event. She reported that following Do-It-Best the building hosted the United Pentecostal Church conference with approximately 12,000 attendees. She noted that the estimated number of guests was 10,000 and the client was very pleased that the event was well received and had an increased attendance. Gospel Coalition National Conference followed up with 6,500 attendees for their event. Ms. Wise noted that the end of October would bring the return of the Future Farmers of America ("FFA") to the Facility. Mr. Mallon noted that SPARK on the Circle would remain for the FFA event adding that the teenagers that attended FFA in 2022 this additional option for food and beverage during the event and the meeting planners were in favor of keeping it going through the FFA event. Ms. Wise noted some significant events coming to the facility before the next CIB meeting in November including the Monumental Marathon Expo, a great annual event as well as the return of the Indiana Conference for Women. She also noted the Convention Center would host a new Group with the Society for Actuaries Expo later in the month. 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 began his presentation noting that since the last meeting in September the Stadium announced significant upcoming concerts coming to LOS in 2024 by country legends George Strait and Chris Stapleton. He noted that these additions to the schedule brought the total of concerts coming to LOS in 2024 to six, while previously two was the most the Stadium had held during the year. Mr. Neuburger reported that there had been three Colts games since the last meeting, as well as the IU and Louisville football game, the Circle City Classic and the Colts Recycling event, which received great feedback from the community. He noted there were several private events held at the Stadium as well as Playbook Youth Football events. Mr. Neuburger highlighted some significant upcoming events including two Colts football games, the return of Bands of America ("BOA") the following week, the Colts Halloween party for the younger fans, the return of Future Farmers of America ("FFA") as well as serving as a polling place for the upcoming election. Mr. Goode inquired about the return of the Kentucky and IU basketball series and Mr. Neuburger reported that LOS would play host to the event again in December of 2026 with it being a home game for IU. Mr. Mallon used this opportunity to recognize Mr. Neuburger for his efforts working independently with Indiana University to bring this fan favorite basketball rivalry back to the Stadium and thanked him for all of his hard work. 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 **CIB Transfer Resolution of Pacers Basketball Court to ISFC** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon explained that the Indiana State Fairgrounds, along with the Pacers, reached out to the CIB regarding the old Pacer Basketball Court, which was returned to the CIB as part of renovations to Gainbridge Fieldhouse. Mr. Mallon informed the Board that rather than store the basketball floor and in the spirit of being good partners with the Fairgrounds, both the CIB and State Fairgrounds, while working with Counsel and following State Statue, drafted resolutions for the CIB to Transfer the Basketball

Floor and the Fairgrounds to receive the Basketball Floor. He noted this option provides a mutually beneficial arrangement for all the parties involved. The Fairgrounds approved their Resolution, which is included in the Board packet, along with the Resolution for CIB approval. Staff and Counsel recommend approval of the Resolution to transfer the Pacers Basketball Court to ISFC. Ms. Reddick asked the Board if there were any questions and there were none at this time. Ms. Lewis recused herself from the vote. Mr. Corbitt motioned to approve CIB Transfer Resolution of Pacers Basketball Court to ISFC agenda item, and Mr. Ruhmkorff seconded said motion. The **CIB Transfer Resolution of Pacers Basketball Court to ISFC** agenda item was approved as presented taking into account the aforementioned recusal.

Ms. Reddick introduced the next agenda item **LOS Wireless and Firewall Maintenance** agenda item as attached hereto, made a part of these Minutes, and presented by Andy Mallon. Mr. Mallon explained that this agreement between CIB and ConvergeOne is in regards to the annual Wi-Fi Maintenance renewal. This renewal agreement is for both software and hardware with a duration of 1 year. He explained that the agreement is in the amount of \$241,573.59 and is to be split 3 ways between The Colts, CIB, and Verizon. Staff recommends the approval of the agreement for the LOS Wireless and Firewall Maintenance in the amount of \$241,573.59. Ms. Reddick asked if there were any questions from the Board and there were none. Mr. Corbitt motioned to approve the LOS Wireless and Firewall Maintenance agenda item, and Ms. Lewis seconded said motion. The LOS Wireless and Firewall Maintenance agenda item was unanimously approved as presented.

Ms. Reddick introduced the next agenda item **Disposal of Obsolete Equipment** as attached hereto, 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. There were no questions from the Board. Upon a motion by Mr. Corbitt and seconded by Ms. Lewis, the Disposal of Obsolete Equipment was unanimously approved as presented by the Board.

Ms. Reddick introduced the **Claims** as attached hereto and made a part of these Minutes and presented by Mr. Mallon. Mr. Mallon presented Operating Claims 941G and Confirming Claims 939C 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 941G and Confirming Claims 939C were unanimously approved as presented.

In **Other Business** Ms. Reddick informed the Board that she would like the Board members to consider a later start time for the CIB meetings for 2024 and asked Mr. Mallon and Ms. James to poll the Board with regard to this potential time change. She explained that this would be discussed in further detail at the November CIB meeting.

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
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