

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, April 12, 2024-9:00 am
ICC Boardroom
and Via Teleconference

A meeting of the Capital Improvement Board of Managers of Marion County (the "CIB" or the "Board", as applicable) was held on Friday, April 12, 2024, at 100 South Capitol Avenue in the Visit Indy Boardroom located on the 3rd floor of the Indiana Convention Center in Indianapolis, Indiana, 46225.

Members present in person: Board President Marci A. Reddick, Vice-President David Corbitt, Treasurer Mick Terrell, Secretary David Ruhmkorff, Jim Dora Jr., Maggie A. Lewis, Earl Goode, Sarah Fisher, and Jaime Bohler Smith.

Members present virtually: None

Members absent: None

Others in attendance: Andy Mallon, Executive Director, Indiana Convention Center and Lucas Oil Stadium ("ICCLOS"); Mary Solada, General Counsel to the Board, Dentons Bingham Greenebaum LLP ("DBG"); Tom Boyle, Director of Operations, ICCLOS; Kobi Wright, Chief Legal Officer and Business Operations Director; ICCLOS; Eric Neuburger, Stadium Director, Lucas Oil Stadium ("LOS"); Tim Kuehr, Chief Financial Officer; ICCLOS; Monique Wise, Director of Sales and Marketing; ICCLOS; Monica Brase, Public Information and Marketing Manager, ICCLOS; Kristin Fernandez, Senior HR Manager, ICCLOS; Taylor Rathke, Project Manager, LOS; James Wallis, Executive Vice President and Chief Operating Officer, Visit Indy ("VI"); Jim Walker, Big Car Gallery, David Sease, SGA; Kevin Austin, Synthesis; and members of the media. (A copy of the list of those in attendance is attached hereto).

President Reddick called the meeting to order at 9:03 am.

Comments from President Reddick. President Reddick recognized Mr. Mallon on his five-year anniversary with the CIB and thanked him on behalf of the Board and staff for the great job he has done as the Executive Director of the CIB. President Reddick CIB is in the process of being updated to provide current information and transparency regarding the various projects the Board is involved with in the City of Indianapolis and surrounding communities.

Minutes of March 8, 2024. The minutes from the March 8, 2024, CIB Meeting were submitted to the Board for approval. Vice President Corbitt moved to approve the Minutes of March 8, 2024, as presented. The motion was seconded by Board member Fisher. The motion passed 9-0. The minutes are attached hereto and made a part hereof.

CIB Monthly Financial Report. Mr. Kuehr presented the CIB financial report for the month of February 2024. 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. The financial report is attached hereto and made a part of these minutes.

Visit Indy Report. James Wallis presented the Visit Indy Report. Mr. Wallis reported that the year-to-date hotel revenue in Marion County was up 19% and the Average Daily rate was up 13%. He reported that the numbers for the month of February looked good with records set in both downtown and the

areas outside of downtown. He noted that the Sales Department at VI had many opportunities to showcase the City of Indianapolis to potential convention customers recently with 29 customers in town to attend the NBA All Star game and the eclipse. He added that these customers could potentially produce a demand for 350,000 room nights and an estimated \$ 341 million in economic impact for the city. Mr. Wallis noted that the VI pipeline was strong and ahead of goal for the year. The documents referenced in this report are attached hereto and made a part of these minutes.

ICCLOS Sales Reports. Monique Wise presented the Indiana Convention Center (ICC) sales report. She reported the ICC's occupancy was at 45.4% for the month of March and the overall attendance was approximately 85,797. Ms. Wise noted that this was the highest March attendance since hosting the Men's Final Four in 2015. She noted this attendance was due in part to the success of NTEA who broke their attendance record with almost 16,000 attendees, Indiana Comic Con who also broke their all-time attendance record in Indianapolis with over 31,000 attendees as well as the Nike MEQ Volleyball tournament which brought approximately 30,000 visitors to the ICC. Ms. Wise reported that April began with M-Pact and IN Early Childcare Conference and this week's events included WalMart Digital Connect, Indiana Health Occupations Students of America, Spring Judicial College, and long-time customer HT Hackney. She informed the Board that today the move in for FDIC begins noting that the group will be in the building until April 22nd. Upcoming events include PopCon, American Coatings, IN Bankers Association, the Mini Marathon 500 Festival, and Pokemon Regionals. Ms. Wise explained that all these groups are repeat customers. She noted that when the Board meets again in May the Sweets & Snacks Expo will be moving in the ICC and added this group will also be returning in 2025 and 2027. The documents referenced in this report are attached hereto and made a part of these minutes.

Lucas Oil Stadium ("LOS") Sales Report. Eric Neuburger presented the LOS sales report. Mr. Neuburger informed the Board that the field at LOS is now completely gone in preparation for the new field to be installed for the Colts 2024 season which works well for the Olympic swimming trials coming up in June. He reported that since the last meeting there have been several noteworthy events taking place at LOS including SuperCross which involves bringing 400 truckloads of dirt into the stadium for the event, as well as the Indiana Robotics Championships. Mr. Neuburger highlighted the two Morgan Wallen concerts recently held at LOS. He reported that the events were well executed with the staff at the stadium performing well, record-breaking food and beverage sales both nights, and record attendance of approximately 110,000 fans over the course of the two days. Mr. Neuburger informed the Board that the next concert will take place on May 4th and would feature country music legends George Strait and Chris Stapleton. Mr. Neuburger introduced Taylor Rathke to the Board. He recognized her efforts as his right arm with regard to executing events at the stadium and his Senior Program Operations Manager at LOS.

CIB Current Construction Projects. Mr. Mallon presented a brief update to the Board on the CIB's current construction projects including the 6th expansion of the ICC and construction of the Signia Hotel. He noted that he will be updating the Board on a regular basis at its monthly meetings as the project progresses. Mr. Mallon reported that one side of the pavilion is almost torn down and informed the Board that by the end of the following week the entire structure would be down. He explained that all of the utilities would be rerouted to Illinois Street and also relayed that the target date to start pouring concrete was June. Mr. Mallon thanked Board member Dora for his patience with the process as the construction site is in close proximity to his business, the Crowne Plaza Hotel, and causing some disruption as well as being very noisy.

Spark Memorandum of Understanding 2024. Mr. Mallon presented the Spark Memorandum of Understanding 2024 agenda item to the Board. Mr. Mallon explained this is the second year the CIB's proposed partnership with Big Car Collaborative for "Spark on the Circle." He reminded the Board that the City of Indianapolis shut down vehicular traffic on the Southwest quadrant of Monument Circle in 2023 to install community activation for the summer and it was hugely successful. He introduced Jim

Walker of Big Car Collaborative to explain to the Board plans for this year. Mr. Walker shared a slide presentation with the Board members which included a collection of photographs from the previous Spark on the Circle as well as informative facts about the attendance, variety of events sponsored by Big Car Collaborative as well as the ideas to expand the activities this year. There was discussion about various aspects of the program including security measures, logistics, and plans to build upon the previous year's success by engaging a larger number of artists as well as expanding the hours and scope of the project. Mr. Walker thanked Mr. Mallon and the Board members for supporting Big Car Collaborative and sponsoring this community engagement endeavor. Secretary Ruhmkorff moved to approve the Spark Memorandum of Understanding 2024 agenda item as presented. Treasurer Terrell seconded the motion. The motion passed 9-0. A copy of this agreement is attached hereto and made a part of these minutes.

Spectrum IPTV Service Agreement. Mr. Mallon presented the Spectrum IPTV Service Agreement agenda item to the Board. He explained that this is an extension of our current 3-year contract. This portion will specifically deliver IPTV when the CIB is prepared to move forward giving the CIB more flexibility. Vice President Corbitt moved to approve the Spectrum IPTV Service Agreement agenda item as presented. Board member Dora seconded the motion. The motion passed 9-0. A copy of this agreement is attached hereto and made a part of these minutes.

ADP Contract Renewal. Mr. Mallon presented the ADP Contract Renewal agenda item to the Board. Mr. Mallon informed the Board that the CIB's current, three year contract with ADP expires in April. He explained that the CIB spent approximately \$550k, with the price increasing by 1% at the beginning of the third year. The CIB's Human Resources Department was able to add additional features to the proposed contract to enhance payroll, time management & recruiting capabilities while also decreasing the CIB's monthly bill. He added that approximately one year ago, HR began spending additional time removing & adding part time employees that do not work regularly each month & began saving \$8-10k per month. He explained that the new contract has the same 1% increase at the beginning of the third year, but the CIB's total spend for the new contract will decrease to approximately \$360k. Mr. Mallon noted that the CIB should continue to realize this amount of savings as long as the new cost savings process continues. Vice President Corbitt moved to approve the ADP Contract Renewal agenda item as presented. Board member Dora seconded the motion. The motion passed 9-0. A copy of this agreement is attached hereto and made a part of these minutes.

LOS EEG Encoder Software Agreement. Mr. Mallon presented the LOS EEG Encoder Software Agreement agenda item to the Board. He explained the EEG Encoder software is utilized with our caption encoding equipment at LOS. The encoders are capable of capturing audio signals, analyzing them, and producing synchronized captions in real-time. This is a renewal of existing annual software support but changing to a five-year term for the agreement. The longer term grants 20% savings on both the software and support. Staff and Counsel recommend the award of the service contract to EEG for a five-year term for \$10,392.00. Board member Goode moved to approve the LOS EEG Encoder Software Agreement as presented. Vice President Corbitt seconded the motion. The motion passed 9-0. A copy of this agreement is attached hereto and made a part of these minutes.

Disposal of Obsolete Equipment. Mr. Mallon presented the next agenda item covering the Disposal of Obsolete Equipment. There were no questions from the Board. Board member Goode moved to approve the Disposal of Obsolete Equipment agenda item as presented. The motion was seconded by Board member Lewis. The motion passed 9-0. The list of the equipment being attached hereto and made a part of these minutes.

Claims. Mr. Mallon presented the next agenda items covering the CIB's financial claims, Operating Claims 1563G, and Confirming Claims 1543C, as described in the voucher documents attached hereto and made a part of these minutes. There were no questions from the Board. Vice President Corbitt

moved to approve the Operating Claims 1563G and Confirming Claims 1543C agenda item as presented. The motion was seconded by Secretary Ruhmkorff. The motion passed 9-0 and Operating Claims 1563G and Confirming Claims 1543C were approved as presented.

Mr. Mallon next presented the CIB Building Facilities Corporation Operating Claims BFC05 attached hereto and made a part of these minutes. There were no questions from the Board. Vice President Corbitt moved to approve the Operating Claims BFC05 as presented. The motion was seconded by Secretary Ruhmkorff. The motion passed 9-0 and the CIB Building Facilities Corporation Operating Claims BFC05 were approved as presented.

Other Business: There was no other business.

Public Comment. There were no comments from the public.

Adjourn. President Reddick adjourned the meeting at 9:55 am.



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

The next meeting of the Board will be 9:00 am. Friday, May 10, 2024.