

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, October 11, 2024
Indiana Convention Center
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, October 11, 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., and Jaime Bohler Smith, as well as Ex-Officio Board Member Leonard Hoops.

Members present virtually: Sarah Fisher and Maggie A. Lewis

Members absent: Earl Goode

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"); Kobi Wright, Chief Legal Officer and Business Operations Director, ICCLOS; Eric Neuburger, Stadium Director, Lucas Oil Stadium ("LOS"); Tim Kuehr, Chief Financial Officer, ICCLOS; Chad Wilke, Director of Event Services, ICCLOS; Monique Wise, Director of Sales and Marketing, ICCLOS; Monica Brase, Public Information and Marketing Manager, ICCLOS; Art Kodroff, Controller, ICCLOS; Jelani Sherwood, LOS; James Wallis, Visit Indy ("VI"); David Sease, SGA; and members of the media. (A copy of the list of those in attendance is available on the CIB's website as part of these minutes).

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

Minutes of the August 23, 2024, and September 13, 2024, meetings. The minutes from the August 23, 2024, and September 13, 2024, Board meetings were submitted to the Board for approval. Vice President Corbitt moved to approve the minutes as presented. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The minutes are available on the CIB's website.

CIB Monthly Financial Report. Mr. Kuehr presented the August 2024 CIB Monthly Financial Report to the Board. Mr. Kuehr reviewed the financial report for the month and year to date with the Board members and explained variances from budget and answered questions as necessary. The financial report is available on the CIB's website as part of these minutes.

Visit Indy Report. President Reddick introduced Leonard Hoops to present the Visit Indy Report. Mr. Hoops reported that August was a good month and the numbers remain strong YTD with all-time records for revenue, average daily rate for booked hotel rooms and rev-par (revenue per booked hotel room) for both Marion County and for downtown. Mr. Hoops compared the average daily rate and rev par numbers for Indianapolis with those of the United States overall noting that the US numbers for

revenue YTD and rev par are up 2% and 1.5% respectively while Indianapolis numbers in those same categories are up 13% and 11.8% respectively adding that the downtown numbers were even better. He informed the Board that VI was at 90% of their booking goal at the end of September and at 136% of their goal for lead room night. Mr. Hoops informed the Board that he just returned from the IMAX trade show in Las Vegas adding it was one of the largest events of this type and was please to report that the VI booth traffic was phenomenal. He shared there was a lot excitement about the Phase Six expansion of the ICC and the Signia Hotel as well as a lot of enthusiasm for our city. Mr. Hoops informed the Board that Indianapolis has won the best host Sports Host City and the Best Sporting Event of the year for the US Swimming Trials from the Sports Travel Awards and congratulated Mr. Neuburger and his team for being key to being awarded both of those honors. The VI report is available on the CIB's website as part of these minutes

Indiana Convention Center ("ICC") Sales Report. Monique Wise presented the ICC Sales Report. She reported the ICC's occupancy was 36.5% % for the month of September with overall attendance of 21,459 explaining that the low numbers are mainly because there was only one building wide event in September in, which was Do It Best Hardware Company. She noted that while the event uses most of the building it does not necessarily bring in a large amount of people. Ms. Wise reported that after Do It Best there were an additional 13 small to medium sized events which kept the staff busy. She noted that October has and will continue to be a busier month. Recent notable events include repeat customer North American Die Casting Association, the Health Care Design Expo, and Eli Lilly's Level Up Conference. Ms. Wise reported that the following week the building would host IU Health Leadership Development Institute as well as the Midwest Defense Innovation Summit. She reported that Future Farmers of America ("FFA") will begin moving in on October 20th and be with us through the 26th and after that the ICC will serve as the home for the official Taylor Swift Merchandise store taking us into November. Ms. Wise concluded her presentation by reporting that when the Board meets next in November the ICC will be in the middle of hosting the American Academy of Optometry in the south campus and Monumental Marathon Expo in the north campus. The ICC Sales Report is available on the CIB's website as part of these minutes.

Lucas Oil Stadium ("LOS") Sales Report. Eric Neuburger presented the LOS Sales Report. He reported that since the last meeting LOS has been busy with Playbook Youth Sports, the Colts Annual Recycling event held in the South parking lot, and two Colts games. He reported that both Colts games were highly successful and noted that there were food and beverage record sales set at the Bears and Colts matchup. Other notable events include the return of Circle City Classic and the Colts Halloween party which was held outside the building for the first time. He thanked Board member Jim Dora for helping to provide parking for that event. Mr. Neuburger informed the Board that the P!NK concert was taking place that weekend with an expected crowd of over 50,000. He noted upcoming events include the Band of America ("BOA") Regionals, the Colts game against the Dolphins and the FFA Convention. All of these events are leading up to three nights of Taylor Swift. He informed the Board that her concerts have the potential to bring the largest crowds LOS has ever had with over 80% of ticket holders coming from outside Indiana. Mr. Neuburger praised the VI team and Downtown Indy group for their planned activation of the downtown area by organizing a wide array of activities over the course of the three days and nights to engage the public and especially make an effort to include those fans that might not have a ticket to one of the concerts but who would like to be a part of the excitement and experience.

Mr. Neuburger introduced Jelani Sherwood to the Board and informed them that he was the CIB's McLendon Fellow. He explained that the CIB has a partnership with the McLendon Foundation, named after John McLendon, who was the first African American head college basketball coach. He explained that the fellowship program aims to create access and opportunity for historically excluded groups that have interest in working in the Sports industry. He reported currently there were approximately fifty McLendon fellows across the country and Jelani is one of four fellows stationed in Indiana with the other three working with Indiana Sports Corporation ("ISC"), The Horizon League and Indiana University Bloomington.

Update on current construction projects, 6th expansion of the ICC and construction of the Signia Hotel. Mr. Mallon provided an update the Board on the construction taking place on the Signia Hotel and ICC expansion. He reported that the projects were moving along very well. He reported that the staff was in the middle of working on the last several contracts that need to be awarded. Mr. Mallon informed the Board that the CIB closed on the purchase of the Pan Am Tower and have hired Colliers International, a real estate brokerage firm in Indianapolis, to manage and lease the building. He informed the Board that managing and leasing the Pam Am Tower is a separate operation from the ICC but that CIB employees are working at the Index, the retail space serving local museums and the tourism events, and there is a continued effort to lease out the building. Mr. Mallon updated the Board on the marshalling yard project informing the Board that an initial location for the yard did not work out but we are continuing to look for a suitable location and hope to bring something before the Board by the end of the year.

Beacon Telecom Agreement for Services. Mr. Mallon presented the Beacon Telecom Agreement for Services agenda item. He explained that the CIB has been using Lumen to provide phone lines and phone numbers. He explained the current phone system upgrade from Beacon Telecom will allow the CIB to have an opportunity to move to newer technology for our phone lines from PRI lines to SIP lines. Mr. Mallon noted that making this transition to newer technology at the same time as switching to our current phone system vendor will simplify management overall. He reported that the newer technology brings a cost reduction of \$4,500 per month resulting in an annual cost of \$17,953.08. Staff recommended approval of this 5-year agreement in the amount of \$89,765.40. There were no questions from the Board. Vice President Corbitt moved to approve the Beacon Telecom Agreement for Services agenda item as presented to the Board. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The contract so approved is available on the CIB's website as part of these minutes.

Microsoft Enterprise Agreement and Purchase Order. Mr. Mallon presented the Microsoft Enterprise Agreement and Purchase Order agenda item. He explained that every three years the CIB signs a new contract with Microsoft to pay equal payments each year. The new agreement is in line with previous costs for computers, licensing, servers, and accounts. The cost increases of 5% is for \$108,000 annually. Staff recommended approval of this 3-year agreement in the amount of \$108,263.17. There were no questions from the Board. Vice President Corbitt moved to approve the Microsoft Enterprise Agreement and Purchase Order agenda item as presented to the Board. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The contract so approved is available on the CIB's website as part of these minutes.

ERS Wireless Purchase Order for Motorola Radios. Mr. Mallon presented the ERS Wireless Purchase Order for Motorola Radios agenda item. He explained that the CIB's Motorola radio system has old radios needing to be replaced. Beginning next year Motorola will no longer be able to repair the current radios that we have. Mr. Mallon explained that the back-end infrastructure of the system is still good and does not need an upgrade at this time. He noted that the CIB intends to add additional radios to the fleet, increase quantities in certain areas, and improve the overall communications and security stance. The pricing offered to the CIB is through our partners at ERS Wireless through the State QPA. Staff recommend this one-time cost for radio replacement of \$360,408.00. There were no

questions from the Board. Vice President Corbitt moved to approve the ERS Wireless Purchase Order for Motorola Radios agenda item as presented to the Board. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The contract so approved is available on the CIB's website as part of these minutes.

Victory Field Turf Replacement. Mr. Mallon next presented the Victory Field Turf Replacement agenda item. He explained that the Board approved an agreement with Mid-American Sports Turf for the replacement of the playing field in its entirety in 2023. This agreement included all drainage and sub-grade material with the scope of work completed last spring. He reported that shortly after the season started there were noticeable issues with the playing surface specifically the sod. He explained there was an overabundance of weeds as well as drainage issues. As a result of these issues the CIB has rejected the sod. In partnership with the Indians and our design consultant it was decided that the sod needed to be replaced this fall for it to be suitable for playing next spring. The CIB has engaged the MOTZ group to manage and install the new sod. Staff recommend approval of replacing the sod and turf at the cost of \$259,250.00. There were no questions from the Board. Vice President Corbitt moved to approve the Victory Field Turf Replacement agenda item as presented to the Board. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The contract so approved is available on the CIB's website as part of these minutes.

Salary Grades 2025. Mr. Mallon presented the Salary Grades 2025 agenda item in which he recommended an increase of 3% for each salary grade category with actual salaries being determined by him, as part of his role as Executive Director of the CIB. He noted that the Board will continue to determine his annual salary. There were no questions from the Board. Vice President Corbitt moved to approve the Salary Grades 2025 agenda item as presented to the Board. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The document so approved is available on the CIB's website as part of these minutes.

Disposal of Obsolete Equipment. Mr. Mallon presented the agenda item concerning the Disposal of Obsolete Equipment. There were no questions from the Board. Board member Dora moved to approve the agenda item as presented. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The list of the obsolete equipment being disposed of is available on the CIB's website as part of these minutes.

Claims. Mr. Mallon presented the agenda items concerning the CIB's financial claims, Operating Claims 2044G, and Confirming Claims 2015C. There were no questions from the Board. Vice

President Corbitt moved to approve claims as presented to the Board. The motion was seconded by Secretary Ruhmkorff.

Roll Call Vote: Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Jaime Bohler Smith, Yes; Jim Dora, Yes; Maggie Lewis, Yes; Sarah Fisher: The motion passed 8-0.

The vouchers for the claims are available on the CIB's website as part of these minutes.

Other Business. Mr. Mallon reminded the Board that at the last meeting it was announced that the CIB was engaged in the process of hiring a security assessment firm. He informed the Board that staff selected Teneo Advisors which is a security firm run by Bill Bratton, a former police commissioner for New York City and Boston. Mr. Bratton worked with Caesars Palace after the mass shooting in Las Vegas and is responsible for the designing the security system at Hudson Yard in New York City. He noted that the CIB is excited to have them on Board and expressed his appreciation to Indianapolis Metropolitan Police Department Chief Christopher Bailey for his assistance with the selection process. Board President Reddick informed the Board that the WNBA All Star game will be coming to Indianapolis in July of 2025 noting it is an exciting opportunity for the city to branch out in the areas of sports, culture, and arts. She shared that she is serving on the Board of Directors for that event alongside members of Pacers Sports and Entertainment. Mr. Mallon congratulated Tom Boyle and the Pacers Organization for receiving the Monumental Landscape Architecture Award for the Bicentennial Plaza.

Public Comment. President Reddick asked if there were any members of the public who wished to speak at the meeting. There were no comments from the public.

Adjourn. President Reddick adjourned the meeting at 9:53 a.m.

The next meeting of the Board will be held at 9:00 am on Friday, November 8, 2024, in the Visit Indy Boardroom, 100 South Capitol Avenue, Indiana Convention Center, third floor, Indianapolis, Indiana, 46225.



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