

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, November 8, 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, November 8, 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, Secretary David Ruhmkorff, Jim Dora Jr., Jaime Bohler Smith, Sarah Fisher, Earl Goode, and Maggie A. Lewis.

Members present virtually: None

Members absent: Treasurer Mick Terrell as well as Ex-Officio Board Member Leonard Hoops.

Others in attendance: Andy Mallon, Executive Director, Indiana Convention Center and Lucas Oil Stadium ("ICCLOS"); Ryan Mann, 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; Tom Boyle, Director of Operations, 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; Matt Albrecht, Pacers Sports & Entertainment ("PS&E"); Chris Gahl, Visit Indy ("VI"); Daren Kingi, VI; Kevin Austin, Synthesis; 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 October 11, 2024, meeting. The minutes from the October 11, 2024, Board meeting were submitted to the Board for approval. Secretary David Ruhmkorff moved to approve the minutes as presented. The motion was seconded by Board Member Fisher. The motion passed unanimously. The minutes are available on the CIB's website.

CIB Monthly Financial Report. Mr. Kuehr presented the September 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.

Fieldhouse Management Report. Matt Albrecht of Pacers Sports & Entertainment presented the Fieldhouse Management Report. He reported that while this is just the first Quarter of the fiscal year PS&E expects to have a great year. He noted that last year the Fieldhouse held 187 events, and that this year there will be a similar amount. There were no questions for Mr. Albrecht from the Board. The Fieldhouse Management Report is available on the CIB's website as part of these minutes.

Visit Indy Report. President Reddick introduced Daren Kingi and Chris Gahl to present the Visit Indy Report. Mr. Kingi reported the VI pipeline is at 134% of goal and that revenue is increased 13.9% for the downtown area with Marion County up 8.8% and the MSA increased by 7%. Mr. Kingi also reported

that Indianapolis is at the top of the Midwest in Rev Par following Chicago. Mr. Gahl continued the presentation highlighting the four main effects the Taylor Swift Concert helped the city from the tourism perspective which included Marketing Media Exposure, Customer Engagement, Broadening the Experience through Auxiliary Related Events and Economic Impact. Mr. Gahl praised Mr. Neuburger on his involvement from the beginning bringing this monumental event to Indianapolis. President Reddick informed the Board that recently she and Mr. Mallon met with VI Leadership to discuss the plans for the VI Budget in the upcoming year noting that the meetings were important to the ongoing partnership between the CIB and VI as this is the largest allocation the CIB makes with regard to taxpayer revenues added throughout the discussion would be continued on an ongoing basis with regular updates to the Board. 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 42.2 % for the month of October with overall attendance of 89,870, which is the third highest attendance this year. She reported that the highlight since the September CIB meeting was the return of Future Farmers of America ("FFA") with overall attendance of 71,000. Ms. Wise reported that right after FFA was moved out the convention center hosted the official merchandise store for the Taylor Swift with over 65,000 people coming through the doors of the convention center. After the merchandise store was moved out on Saturday night the American Academy of Optometry moved in Sunday morning and are still in the building using the entire south campus with attendance of approximately 6,500. Ms. Wise reported that also in the ICC in the north campus is the Monumental Marathon Expo which is open to the public with many health and fitness exhibitors at the event. Ms. Wise reported that looking ahead to the following week Percussive Arts Society and Music For All will return to the ICC with one group in the north campus and one in the south campus. This will be followed by the Junior Volleyball Associations' AAU Brickyard Battle which will utilize every exhibit hall with an expected attendance of 20,000 male volleyball athletes. After the tournament there will be a couple of dark days in the building before the Big Ten Fan Fest returns in early December. Ms. Wise concluded by reporting that when the board next meets on December 13th the long-time annual convention of Performance Racing Industry ("PRI") will be taking place. 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 following the last meeting he and his staff at the Stadium went straight into the P!NK concert and a very successful weekend followed by Bands of America ("BOA"), the regional marching band competition on the way to the Grand Nationals coming later this year. He reported that Gleaners Food Bank held their fundraiser on the field at the Stadium and it went very well. Other notable events taking place include the Colts game against the Miami Dolphins and the return of the FFA annual convention. Mr. Neuburger reported that the three Taylor Swift concerts were amazing, and he thanked Chris Gahl of VI for his vision to engage the downtown area in the event as well as the follow-up execution of that vision. He also expressed his thanks to the City of Indianapolis, IMPD, Downtown Indy and the Department of Public Works ("DPW"), emphasizing that everyone played a big part in making the entire event a huge success. Mr. Neuburger reported that the Stadium was also a polling place for the election earlier this week with many people coming to LOS to cast their vote. He reported on upcoming events including Colts games against the Buffalo Bills and the Detroit Lions as well as six high school state championship football games to be played after Thanksgiving at the Stadium. Mr. Neuburger noted these events lead up to the return of the Big Ten Championship to LOS which is always a fan favorite event followed by the return of PRI. He remarked that there continues to be a lot going on and he is happy to be executing these momentous events on the Board's behalf.

Mr. Mallon took the opportunity to praise Mr. Neuburger on his tremendous leadership putting together a local organizing committee for the concert event efforts to lead the community in activating the downtown area and organizing all the auxiliary events related to the concert to engage all of the community whether they were attending the concert or not. He also praised the efforts of Susie Townsend and Chris Gahl at VI as well as Taylor Schaffer and Courtney Howell of Downtown Indy as

they oversaw the events outside of the Stadium in the downtown area. Mr. Mallon also expressed his gratitude to IMPD and DPW for all their hard work and time and engagement over the entire three days of the event. He was pleased to relay that there were very few incidents reported. He reported that there were record merchandise sales on Friday and Saturday and commented that there were rave reviews pertaining to the way the ICC staff organized the lines for the merchandise sales and as well as arranging for concession sales to take place while patrons were standing in line waiting to purchase memorabilia.

Update on current construction projects, 6th expansion of the ICC and construction of the Signia Hotel. Mr. Mallon updated the Board on the construction taking place on the hotel project and ICC expansion. He reported on the continuing Signia project noting that we are beginning to see more activity as the structure begins to come out of the ground. He commented that it would be exciting over the next year as the building moves into the 6th-7th-8th floor and the speed of the project picks up. He noted that there are still some design issues to get under control and he would have an update regarding that at the December meeting.

President Reddick informed the Board there was a recent article in the IBJ and interview with Mr. Mallon highlighting the ongoing downtown construction project and shared her copy of the issue with the meeting attendees.

Victory Field Elevator Alterations. Mr. Mallon presented the Victory Field Elevator Alterations agenda item explaining that consistent with the operating agreement between the CIB and Indianapolis Indians the CIB is responsible for certain related structures, equipment, and systems related repairs and replacements. This project consists of the alterations of two passenger elevators and one freight elevator to include motors, pumps, doors, and operating system. The CIB issued a public bid under the IND Code 36-1-12. The lowest responsive and responsible bid was submitted by American Elevators Inc. in the amount of \$561,000.00. Mr. Mallon explained that only three or four firms in the world do this kind of specialized work on elevators and unfortunately there was no XBE participation that could be obtained on this project. Staff and counsel recommend the award going to American Elevator in the amount of \$561,000.00. There were no questions from the Board. Vice President Corbitt moved to approve the Victory Field Elevator Alterations agenda item as presented. The motion was seconded by Board Member Dora. The motion passed unanimously. The contract so approved is available on the CIB's website as part of these minutes.

ICC Grease Interceptor. Mr. Mallon presented the ICC Grease Interceptor agenda item to the Board. He informed the Board that the staff issued an invitation to quote for a replacement of the central grease interceptor as part of the phase five expansion. He explained this grease interceptor services the main kitchen and concession stands in the building. The lowest responsive and responsible bid was submitted by Taylor Brothers Construction Company in the amount of \$136,692.00. Taylor Brothers Construction is 100% MBE and will also utilize 2.6% WBE subcontractor. Staff and counsel recommend the award to Taylor Brothers Construction Company in the amount of \$136,692.00. There were no questions from the Board. Vice President Corbitt moved to approve the ICC Grease Interceptor agenda item as presented. The motion was seconded by Board Member Dora. The motion passed unanimously. The contract so approved is available on the CIB's website as part of these minutes.

Threat Locker - IT Security Software – three-year agreement. Mr. Mallon presented the Threat Locker - IT Security Software – three-year agreement agenda item. He explained that Threat Locker provides security for the CIB's desktop computers and servers to prevent cyber-attacks. Its main purpose is to protect against ransomware and other malicious software, as well as helping to safeguard sensitive data. This is a three-year agreement in the amount of \$42,225.00 per year with the three-year contract totaling a cost of \$126,675.00. Staff and counsel recommend the award to

Threat Locker in the amount of \$126,675.00. Vice President Corbitt moved to approve the Threat Locker - IT Security Software – three-year agreement item as presented. The motion was seconded by Board Member Dora. The motion passed unanimously. The contract 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. Vice President Corbitt moved to approve the Disposal of Obsolete Equipment agenda item as presented. The motion was seconded by Board Member Dora. The motion passed unanimously. 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 2146G, and Confirming Claims 2111C. There were no questions from the Board. Vice President Corbitt moved to approve the Operating Claims and Confirming Claims as presented to the Board. The motion was seconded by Board Member Dora. The motion passed unanimously. The vouchers for the claims are available on the CIB's website as part of these minutes.

Other Business. There was no other business to come before the Board.

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 9:43 a.m.

The next meeting of the Board will be held at 9:00 am on Friday, December 13, 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