

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, January 13, 2023-8:30 am
Visit Indy Boardroom
and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on January 13, 2022. Per Indiana law, this meeting took place in person as well as via teleconference. Board members Melina Kennedy, David E. Corbitt, Mick Terrell, David Ruhmkorff, Earl Goode, Jim Dora Jr., Maggie A. Lewis and Sarah Fisher attended in person as did Ex-Officio Leonard Hoops. Board member Jaime Bohler Smith attended virtually. 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, Monique Wise, Director of Sales and Marketing, Chad Wilke, Director of Event Services, Monica Brase, Public Information Marketing Manage, James Wallis, Visit Indy ("VI"), Daren Kingi, VI, Chris Gahl, VI, David Sease, SGA, and members of the media. (A copy of the list of those who were in attendance is attached hereto.)

Ms. Kennedy introduced the **Approval of Minutes** for the December 9, 2022, CIB Meeting which are attached to and made a part of these Minutes. Mr. Corbitt motioned to approve the Minutes. Ms. Lewis seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Jaime Bohler Smith: Yes
Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Maggie Lewis: Yes
Jim Dora Jr.- Yes

There were no further comments from the Board. The Minutes from the December 9, 2022, CIB Meeting were unanimously approved as presented.

Financial Update

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. Kennedy asked if there were any additional questions for Mr. Kuehr regarding the Financial Update and there were none at this time.

Ms. Kennedy then introduced the **Visit Indy Updates** agenda item as attached hereto and made a part of these Minutes and presented by Leonard Hoops. 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 pointed out that the majority of the reports for

this month were displayed record numbers. He noted the YTD for Marion County was \$33 Million ahead of where things were in 2019 in terms of total hotel revenue which equates to an additional \$2.4 million tax revenues in 2022 as compared to 2019. This is evidence that the DT occupancy is coming back. He also informed the Board that VI ended the year at 112% of their lead goal which was a great accomplishment. Mr. Hoops noted that he was going to keep his report brief because he wanted to save some of this good news for the Visit Indy State of Tourism coming up on February 8th and taking place in the Sagamore Ballroom in the Convention Center. He informed the Board that this was the 100th anniversary of Visit Indy which began in 1923. Mr. Hoops stated that everyone on the Board should have received an invitation and he was looking forward to seeing everyone there and a great turnout for the event. He explained that this year Visit Indy was recognizing the Lilly Legacy and how this organization has positively impacted the landscape of Indianapolis and the surrounding areas. Ms. Kennedy 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. Kennedy 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 January was a busy and exciting month for the Center. She reported that 2023 started with moving out the Urbana Student Missions Conference after successfully hosting over 6,000 of their attendees the week between Christmas and the New Year. The Archery Trade Association is currently in house after moving in January 7th and will complete their move out over the weekend. After a three day break the building will go right into move in for JAMFest Super Nationals which is a great annual for us bringing over 25,000 cheerleaders from all over the United States to the convention center for this competition. Ms. Wise noted that 2 days after that event the move in for the Central Zone Invitational Volleyball tournament will begin. She noted that this is a very impactful annual event for the facility and informed the Board that this year there will over 900 volleyball teams that are registered to participate with an overall attendance of over 30,000. She explained that there will be three consecutive days of competitions inside the convention center and the stadium. Ms. Wise noted that this event will use over 7,600 hotel rooms, which is well over 90% of our entire downtown inventory. After the Volleyball tournament the facility will host The National Association of ESEA State Program Administrators which is a new event explaining the members are the staffs from each state who manage the Title 1 programs. She explained that the month of January will close out with this group along with the Indiana Green Expo. Ms. Wise informed the Board that February will begin with the Circle of Stars Gymnastics event followed by the return of Visit Indy State of Tourism. Ms. Kennedy 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. Kennedy introduced Eric Neuburger to present the LOS portion of the Sales Report. Mr. Neuburger informed the Board that since the last CIB meeting the Stadium was busy with various PRI events as they continue to expand upon how they utilize the space at LOS. This was followed by the Bleed Blue Blood Drive which is a Colts event and the largest blood donation activity in the State of Indiana. He noted that the Colts also put on a flag football competition for high school girls which was a big success. Mr. Neuburger informed the Board that the Stadium hosted two football games, one being the Monday Night Football game featuring the Colts and the Chargers and the second being a game with the Houston Texans. Mr. Neuburger noted that February will start with American Pool and Spa which is getting everyone warmed up for 2024 when the Stadium will have 2 million gallons of water on the floor for the Olympic Trials. He informed the Board that the Central Zone Volleyball event was also going to be taking place at LOS with 16-18 volleyball courts in the Stadium and competition taking place around the clock. Mr. Neuburger reported that there would be two Monster Jam shows at the Stadium over the

first weekend in February remarking that these are always a fan favorite with a great turnout of guests coming to the Stadium. Mr. Neuburger concluded by informing the Board that there had been two NBA site visits this past month with the intent of defining the role the Stadium will play during the NBA All-Star weekend in 2024. He shared with the Board that the NBA group was very impressed with the facilities and space that the Board has provided for their use during this monumental event. Ms. Kennedy asked the Board if there were any questions for Mr. Neuburger and there were none at this time. Ms. Kennedy thanked Mr. Neuburger for his report and moved on to the next agenda item.

Mr. Mallon presented the **Ratification of Arts Council Professional Services Agreement** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained that this agreement will support the funding for the project which consists of a Public Arts Program organized around the 2024 NBA All-Star Game and managed by the Arts Council. He explained that this project will center around 24 large basketball sculptures that the CIB will be procuring and eventually owning. He explained that Artists from around the State will use their talents to transform these 6 ft. fiberglass sculptures into works of art that tell the many various stories surrounding Indiana Basketball over the years. He noted that the exhibit titled "Hoosier Historia" will be focused on art and culture while telling the stories of Indiana Basketball to the NBA Communities. He added that the Arts Council was soliciting stories from around the state that exhibit the rich history of the sport of basketball in Indiana over the years. Mr. Mallon explained that the sculptures will be placed around the city and the CIB facilities during NBA All-Star weekend. Mr. Hoops made a comparison to the Bulls on Parade exhibit that was done by the SuperBowl Committee in 2012 as an example of this unique type of portable art exhibit. Ms. Kennedy asked the Board if there were any questions and there were none at this time. Mr. Corbitt motioned to approve the **Ratification of Arts Council Professional Services Agreement** agenda item. Ms. Lewis seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Jaime Bohler Smith: Yes
Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Maggie Lewis: Yes
Jim Dora Jr.- Yes

The Ratification of Arts Council Professional Services Agreement agenda item was unanimously approved as presented.

Ms. Kennedy introduced the **Claims** as attached hereto and made a part of these Minutes. Mr. Mallon presented **Operating Claims 12765G**. There were no questions from the Board at this time. Ms. Kennedy recused herself from line items 111 and 112. Mr. Corbitt motioned to approve the Operating Claims and Ms. Lewis seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Jaime Bohler Smith: Yes
Melina Kennedy: Yes, with exception of the aforementioned recusals
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Maggie Lewis: Yes
Jim Dora Jr.- Yes

Operating Claims 12765G were unanimously approved as presented by the Board taking into consideration the aforementioned recusals

Mr. Mallon presented **Confirming Claims 12742C**. There were no questions from the Board at this time. Ms. Kennedy recused herself from line items 247 and 248. Mr. Corbitt motioned to approve the Confirming Claims and Ms. Lewis seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Jaime Bohler Smith: Yes
Melina Kennedy: Yes
Melina Kennedy: Yes, with exception of the aforementioned recusals
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Maggie Lewis: Yes
Jim Dora Jr.- Yes

Confirming Claims 12742C were unanimously approved as presented by the Board taking into consideration the aforementioned recusals.

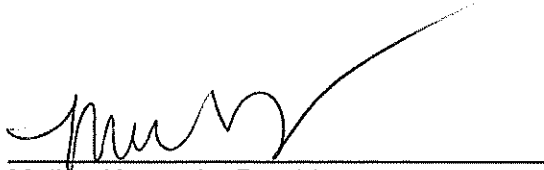
Mr. Mallon next presented the Gainbridge Fieldhouse **Construction Claims B235** as attached hereto and made a part of these Minutes. There were no questions from the Board at this time. Mr. Corbitt motioned to approve the Gainbridge Fieldhouse Construction Claims and Ms. Lewis seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Jaime Bohler Smith: Yes
Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Maggie Lewis: Yes
Jim Dora Jr.- Yes

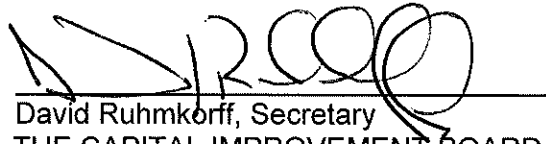
There were no further comments from the Board. The Gainbridge Fieldhouse Construction Claims B235 were unanimously approved as presented.

In **Other Business**, Mr. Mallon updated the Board on the status of the Fieldhouse of the Future project explaining that the inside of the building is finished and reported that the place looks amazing. He recognized Director of Facilities, Tom Boyle, saying that he drove the entire process, kept the prices of materials down and the project on schedule. Mr. Mallon stated that the CIB is incredibly lucky to have Tom as a part of organization and the entire expansion project was lucky to have Tom at the helm. Mr. Mallon also informed the Board that the Bicentennial Plaza would open officially in the Summer of 2023.

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



Melina Kennedy, President
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY



David Ruhmkorff, Secretary
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