

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, November 10, 2023-8:30 am
ICC Boardroom
and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on November 10, 2023. Per Indiana law, this meeting took place in person as well as via teleconference. Board members Marci A. Reddick, Mick Terrell, David Ruhmkorff, Maggie A. Lewis, Sarah Fisher and Jaime Bohler Smith attended in person. Board member David Corbitt attended virtually. Board members Jim Dora Jr. and Earl Goode were absent as was Ex-Officio Leonard Hoops. 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 and Marketing Manager, Matt Albrecht, Pacers Sports and Entertainment ("PS&E"), Joyce Russell, Visit Indy ("VI"), David Sease, SGA, and members of the media. (A copy of the list of those who were in attendance is attached hereto.)

Ms. Reddick introduced the **Approval of Minutes**, which are attached to and made a part of these Minutes and informed the Board that she was tabling the Approval of the October Minutes until the following meeting in December.

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 introduced Matt Albrecht of Pacers Sports and Entertainment to present the **Fieldhouse Management Report**, which is attached to and made a part of these Minutes. This report includes financial information from Fieldhouse Management, LLC as required, pursuant to Section 6(b) of the CIB Operating Agreement with the Pacers. Mr. Albrecht addressed the Board members explaining this is the Statement of Revenue and Expenses for the fiscal quarter and three-month period ending October 31, 2023. Mr. Albrecht informed the Board that Gainbridge Fieldhouse had recently hosted several large concert events including two Eagles concerts, P!NK and John Mayer. He reported that the Fieldhouse would have a record number of events this year with a total of 40 as opposed to 29 in the previous year. There were no questions regarding the Fieldhouse Management Report from the Board at this time. Ms. Reddick thanked Mr. Albrecht for his presentation.

Ms. Reddick then introduced the **Visit Indy Updates** agenda item as attached hereto and made a part of these Minutes and presented by Joyce Russell, Managing Director of Sales for Visit Indy. Ms. Russell 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. Ms. Russell reported that through the month of September VI's YTD numbers are over 100% for both Room night booking goals and tentative production goals. She informed the Board that she anticipates that VI should be well

over their goal for November and December. Ms. Russell informed the Board that in October VI attended the IMAX Trade show also known as the International Meetings Exchange in Las Vegas noting that this has become the largest trade show in the United States. She reported that over the course of the 3-day event VI held 145 appointments with either Corporate or Meeting planners as opposed to the average number of 100. She reported that VI would be attending the Holiday Showcase Trade Show in Chicago in later November and would be closing out the year with the Big Ten Championship. Ms. Reddick asked the Board if there were any further questions for Ms. Russell and there were none at this time. She thanked her for her 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 Convention Center occupancy for the month of October was 52.6%. She reported that there were 14 individual events hosted with only one dark day with an attendance for the month of 36,302. Ms. Wise highlighted some of the notable events including the State Board of Law Admissions Ceremony adding that this is a great repeat local piece of business in its 13th year at the Convention Center. She reported 4,000 visitors attended the Jack Henry Annual Conference and 1,500 attendees for the Society of Actuaries event. Ms. Wise informed the Board that the month ended with the move-in of the FFA. She reported that this year's attendance was 72,954 breaking their all-time record, which was set in 2018 with 69,944 attendees. Ms. Wise also noted that this attendance also broke the record for annual event attendance held for the Convention Center. She reported that the FFA event ran until November 4th and was followed by the move in for Percussive Arts Society currently in the building in the North Campus until Sunday as well as Music For All in the South Campus until the following day. Ms. Wise informed the Board that the following week the National Catholic Youth Conference would be arriving using all but two of the exhibit halls with an estimated attendance of approximately 10,000. She noted that the building would be dark the week of Thanksgiving but the Big Ten Fan Fest will begin move in the Sunday. Ms. Wise concluded by informing the Board that when the Board meets next in December the halls will be full with over 65,000 attendees for the PRI, Performance Race Industry show. 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 informed the Board that since the last CIB meeting the Stadium has been busy hosting several events including Playbook Youth Football, Bands of America ("BOA") Super Regionals, two Colts games, the Colts Halloween Party, the State Marching Band Finals and FFA main meetings at the Stadium with approximately 72,000 attendees. Mr. Neuburger highlighted some upcoming events taking place before the next time the Board meeting in December including the National Catholic Youth Organization, six High School State Football Championships the weekend following Thanksgiving, a Colts game followed by the move-in of the Big Ten for the Football Championship. He noted that PRI would have a large presence at LOS as well. Ms. Reddick asked the Board if there were any questions for Mr. Neuburger and there were none at this time. Ms. Reddick thanked Mr. Neuburger for his report.

Ms. Reddick introduced Mr. Mallon to present the **Forvis Attestation of Protection Plus contract** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon explained that Protection Plus, an armed service provider for the CIB engaged to provide law enforcement for Colts games had made some errors with regard to calculation of overtime on another clients account. In an effort to ensure that the CIB was not in any jeopardy of noncompliance, Mr. Kuehr engaged Forvis to conduct an audit of the CIB and PPI's payment

records over a 16-month period from April of 2022 to August of 2023 to ensure that the CIB was in compliance. Mr. Kuehr reported that the audit findings showed no reportable matters and confirmed that the CIB paid the engaged employees properly according to the contract with PPI. Mr. Mallon thanked Mr. Kuehr for his report and noted that the CIB has a long working history with the company and that they have a good understanding of the NFL conduct and rules.

Mr. Mallon noted that there was no need for a vote to approve this agenda item but that this action was done to address and concerns of the Board after the outreach from the US Dept. of Labor involving the reported issues with PPI. Ms. Reddick thanked Mr. Mallon, Mr. Kuehr and Mr. Neuburger for their leadership and for proactively addressing the concern on behalf of the CIB.

Ms. Reddick introduced Mr. Mallon to present the **Renewal of Spectrum Cable TV Service Agreement** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon explained that this is an agreement to renew Cable Service with Spectrum Enterprise and includes a monthly recurring fee of \$9,290.00. He added that as part of the agreement, Spectrum would upgrade/replace existing Head End Equipment. Staff recommends renewal of the Service Agreement. Mr. Mallon asked if there were any questions from the Board at this time and there were none. Mr. Ruhmkorff motioned to approve the Renewal of Spectrum Cable TV Service Agreement agenda item 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:

Marci A. Reddick: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora: Not present
Earl Goode: Not present

The Renewal of Spectrum Cable TV Service Agreement agenda item was unanimously approved as presented.

Ms. Reddick introduced Mr. Mallon to present the **Parking Equipment Supply Agreement** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon explained that the CIB published a public RFP for the replacement of parking equipment at Virginia Ave Garage and the ICC/LOS surface lots. He explained that this purchase will replace all equipment including all gate arms, traffic sensors, and pay for parking pedestals. Mr. Mallon noted that the CIB will also be introducing new technology which will have mobile scan capabilities for pre-purchase parking. He explained that this feature will help with event operations with egress into both the garage and lots for events such as Pacers games, Colts games and concerts. Mr. Mallon reported that Evens Time Inc. submitted the most advantageous proposal in the amount of \$714,899.63. Mr. Mallon informed the Board that Evens Time Inc. is both an Indiana Owned Business and a certified Women Owned Business.

Staff and Counsel recommend awarding the RFP to Evens Time Inc. Mr. Mallon asked if there were any questions from the Board at this time and there were none. Ms. Fisher motioned to

approve the Parking Equipment Supply Agreement agenda item and Mr. Ruhmkorff 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:

Marci A. Reddick: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora: Not present
Earl Goode: Not present

The Parking Equipment Supply Agreement agenda item was unanimously approved as presented and the contract awarded to Evens Time Inc. in the amount of \$714,899.63.

Ms. Reddick introduced Mr. Mallon to present the **Grant Agreement with CIBBFC** agenda item, which is attached to and made a part of these Minutes. Mr. Mallon explained that this agenda item involves the CIB providing a grant to the Building Corporation to populate an account that the Building Corporation can draw from to pay the leases for the spaces planned as part of the Pan Am Plaza Signia Hotel project and properly manage that space. These spaces include the Hunt Construction Office, model hotel rooms that the Hilton staff will use to sell the space, and a retail space that will actively support local tourist attractions by displaying and selling merchandise from the gift stores of local attractions such as the Indianapolis Zoo, Newfields, and the Indiana State Museum, just to name a few. Mr. Mallon noted that Visit Indy attempted to create such a space years ago without success. This retail storefront would ideally prompt visits to these other tourist attractions with the opportunity to purchase tickets to these venues, attraction passes as well as provide discounts to select services. The Grant Agreement will populate a fund for the Building Corporation to draw from to successfully manage these proposed spaces and give the CIB the necessary flexibility to maneuver and manage this entity.

Mr. Mallon asked if there were any questions from the Board at this time and there were none. Mr. Ruhmkorff motioned to approve the Grant Agreement with CIBBFC agenda item and Ms. Fisher 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:

Marci A. Reddick: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora: Not present
Earl Goode: Not present

The Grant Agreement with CIBBFC agenda item was unanimously approved as presented

Ms. Reddick introduced the **Claims** as attached hereto and made a part of these Minutes. Mr. Mallon presented **Operating Claims 1040G** and **Confirming Claims 1037C** to the Board. There were no questions from the Board at this time. Mr. Ruhmkorff motioned to approve the 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:

- Marci A. Reddick: Yes
- David Corbitt: Yes
- Mick Terrell: Yes
- David Ruhmkorff: Yes
- Sarah Fisher: Yes
- Jaime Bohler Smith: Yes
- Maggie Lewis: Yes
- Jim Dora: Not present
- Earl Goode: Not present

The Operating Claims 1040G and Confirming Claims 1037C were unanimously approved as presented.

In **Other Business**, there was a discussion regarding changing the start time of the CIB meetings in 2024 to a later time and it was decided that moving forward with the December 8, 2023 meeting and for the 2024 the CIB meetings will begin at 9:00 am.

Ms. Reddick congratulated Councilor Lewis on her recent victory earlier that week in the City County Council receiving 76% of the vote.

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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