

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, December 8, 2023-9:00 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, December 8, 2023, 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, Jim Dora Jr., and Earl Goode.

Members present virtually: Secretary David Ruhmkorff.

Members absent: Maggie A. Lewis, Sarah Fisher and Jaime Bohler Smith.

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; Chad Wilke, Director of Event Services, ICCLOS; Laura Kenny, National Sales Manager; ICCLOS; Monica Brase, Public Information and Marketing Manager, ICCLOS; Art Kodroff, Controller, ICCLOS; James Wallis, Executive Vice President and Chief Operating Officer, Visit Indy ("VI"); Chris Gahl, Executive Vice President and Chief Marketing Officer, VI; Daren Kingi, Senior Vice President and Chief Sales Officer, VI; 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. Mr. Goode informed the Board that he needed to leave the meeting by 9:30 am. President Reddick adjusted the agenda to allow agenda items requiring a vote to be presented first to satisfy the in-person attendance quorum requirement of five board members voting in person for official board action.

Bad Debt Write-Off. Mr. Kuehr presented the Bad Debt Write-Off agenda item to the Board, which is attached to and made a part of these minutes. After discussion by the Board, Vice President Corbitt moved to approve the Bad Debt Write-Off agenda item as presented. The motion was seconded by Treasurer Terrell.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

Transfers and Encumbrances of 2023 Budget Dollars. Mr. Kuehr presented the Transfers and Encumbrances of 2023 Budget Dollars agenda item to the Board, which is attached to and made a part of these minutes. Vice President Corbitt moved to approve the Transfers and Encumbrances of 2023 Budget Dollars agenda item as presented. Vice President Corbitt moved to approve the Transfers and Encumbrances of 2023 Budget Dollars agenda item as presented. The motion was seconded by Mr. Dora.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

Salary Grades 2024. Mr. Mallon presented the Salary Grades 2024 agenda item to the Board, which is attached to and made a part of these minutes. After discussion by the Board, Mr. Goode moved to approve the Salary Grades 2024 agenda item as presented. The motion was seconded by Treasurer Terrell.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

Visit Indy Contract. Mr. Mallon presented the Visit Indy Contract agenda item to the Board, which is attached to and made a part of these minutes. After discussion by the Board, Vice President Corbitt moved to approve the Visit Indy Contract agenda item as presented. The motion was seconded by Mr. Dora.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

ICC Upgrade to Exhibit Halls H, I, J, K + 1 & 2 Lights. Mr. Mallon presented the ICC Upgrade to Exhibit Halls H, I, J, K + 1 & 2 Lights, which is attached to and made a part of these minutes. He explained that continuing the CIB program for upgrading Exhibit Hall Lighting, this project will complete the final phase, which includes Convention Center Exhibit Halls H-K and Lucas Oil Exhibit Halls 1 & 2 lights. He added this upgrade would provide long-term savings for both energy and maintenance costs. The CIB issued a public bid under Indiana Code 36-1-12. Mr. Mallon reported that Sun Electric submitted the lowest responsive and responsible bid in the amount of \$1,765,600.00 with XBE Participation of MBE: 37%, WBE: 3%, VBE: 1%, and DOBE: 1%. Staff and Counsel recommend the award to Sun Electric in the amount of \$1,765,600.00. Vice President Corbitt moved to approve the ICC Upgrade to Exhibit Halls H, I, J, K + 1 & 2 Lights agenda item as presented. There were no questions from the Board. Vice President Corbitt moved to approve the ICC Upgrade to Exhibit Halls H, I, J, K + 1 & 2 Lights agenda item as presented. The motion was seconded by Mr. Dora.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

Victory Field Bid Package #250 Roofing Replacement - Phase 2. Mr. Mallon presented the Victory Field Bid Package #250 Roofing Replacement - Phase 2, which is attached to and made a part of these minutes. He explained that consistent with the operating agreement between the CIB and the Indianapolis Indians the CIB is responsible for major systems repairs and replacements. This project is the final phase for roof replacement. The CIB issued a public bid under Indiana Code 36-1-12. Hinshaw Roofing & Sheet Metal Co. Inc. submitted the lowest responsive and responsible bid with a base bid in the amount of \$595,895.00. Mr. Mallon reported that that CIB elected to accept three alternates, C, G and J for a total alternate amount of \$56,500.00. The final bid from Hinshaw Roofing & Sheet Metal Co. Inc. totaled \$652,395.00 with XBE Participation of MBE: 6.5% and VBE: .75%. Staff and Counsel recommend awarding the contract to Hinshaw Roofing & Sheet Metal Co. Inc. in the total amount of \$652,395.00. There were no questions from the Board. Treasurer Terrell moved to approve the Victory Field Bid Package #250 Roofing Replacement - Phase 2 agenda item as presented. The motion was seconded by Vice President Corbitt.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

Operating Claims and Confirming Claims. Mr. Mallon presented the next agenda items covering the CIB's financial claims, Operating Claims 1132G and Confirming Claims 1096C, 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 1132G and Confirming Claims 1096C agenda item as presented. The motion was seconded by Mr. Terrell.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

Minutes of October 13, 2023 and Minutes of November 10, 2023. President Reddick presented the next agenda item covering the approval of minutes from the October 13, 2023 and November 10, 2023 CIB meetings as attached to and made a part of these minutes. She reported to the Board that she is working with the CIB's staff to streamline the format of the Board minutes because all Board meetings are open to the public, meetings are broadcast over public television, and transcripts are recorded. There were no questions from the Board. Vice President Corbitt moved to approve the Minutes of October 13, 2023 and Minutes of November 10, 2023 as presented. Treasurer Terrell seconded the motion.

Roll Call Vote: Marci A. Reddick, Yes; David Ruhmkorff, Yes; David Corbitt, Yes; Mick Terrell, Yes; Earl Goode, Yes; Jim Dora, Yes. The motion passed 6-0.

CIB Monthly Financial Report. Mr. Kuehr presented the November 2023 CIB financial report to the Board. The financial report 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.

Visit Indy Report. Chris Gahl and Daren Kingi presented the **Visit Indy Report** on behalf of Leonard Hoops who was traveling and not in attendance. The corresponding documents accompanying this report are attached hereto and made a part of these minutes. Mr. Gahl reported that the recent Future Farmers of America ("FFA") event had a record attendance of 69,596 delegates and informed the Board that seven convention customers visited Indianapolis to consider having their events here. Mr. Kingi reported that he had attended the Holiday Showcase in Chicago and was happy to see that the attendance was comparable to the pre pandemic numbers of 2018 and 2019. He reported that October was a great month with more hotel rooms sold in that month in Indianapolis than any other month in history. He also informed the Board that VI ended the year ahead of their goal of convention sales adding that VI would end the 2023 solid and begin 2024 strong. Mr. Gahl informed the Board that the Visit Indy State of Tourism would be held on January 18, 2024, and Indiana-born author John Green would be receiving the Bill McGowan Award for Tourism.

ICCLoS Sales Report. Laura Kenny presented the **ICC Sales Report**. The corresponding documents are attached hereto and made a part of these minutes. She reported the Convention Center's occupancy was at 48.1 % for the month of November and the overall attendance was 96,427. This was due in part to the large number of attendees at FFA as well as the National Catholic Youth Conference having a final attendance of 12,500. Other notable events included the Midwest Healthcare Engineering Association, a great piece of regional business that has been coming to ICC since 2015 and the Indiana Chamber Annual Awards that the Convention Center has hosted for the past 14 years. Ms. Kenny explained the month ended with the Big Ten Fan Fest Weekend and December began with Performance Racing Industry coming to the facility with an anticipated attendance of 67,000.

LOS Sales Report. Eric Neuburger presented the **LOS Sales Report** and informed the Board that the Stadium hosted six Indiana High School Athletic Association ("IHSAA") state championship football games during the week of Thanksgiving, which was directly followed by the Colts game with the Tampa Bay Buccaneers. He explained the Big Ten Football Championship followed this and he reported the event was an overwhelming success. He explained that there was a new crew of Big Ten staff along with the new Big Ten Commissioner in attendance and was happy to report that the CIB has done

everything possible to position themselves as the best place to host this momentous event moving forward. Mr. Neuburger invited the Board members to visit the Stadium during the PRI event and witness the live Go Cart track that has been set up on the floor of the Stadium. He highlighted upcoming notable events including the Governor's Lunch for Scouting, the Colts Bleed Blue Blood Drive and upcoming Colts games against the Steelers and the Raiders. Mr. Neuburger informed the Board that LOS announced the return of the recording artist Pink to LOS in October and noted this was the seventh concert booked for the Stadium in 2024. He thanked the CIB's local partners Downtown Indy, Visit Indy as well as the Colts organization for assisting with the booking and securing of this concert.

Other Business. Mary Solada wished to say a few words about her colleague Don Graham who will be retiring from Dentons at the end of the year. Ms. Solada described Mr. Graham's many years of service to the CIB as construction and procurement, dating back to the 1980's. He was involved in the construction of the Hoosier Dome and Victory Field, the decommissioning of Market Square Area, and the construction of Gainbridge Fieldhouse and Lucas Oil Stadium, as well numerous additions to the Convention Center. Tom Boyle added that Don will be missed. Mr. Mallon seconded that and added, "Literally every contract form presented to the Board was developed by Don and Tom—they have made it look seamless but a lot of hard work has gone on behind the scenes over the years."

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.

The next meeting of the Board will be held at 9:00 am on Friday, January 12, 2024.

Adjourn. President Reddick adjourned the meeting at 9:48 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