

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY  
Minutes of Meeting  
Friday, July 12, 2024-9:00 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, July 12, 2024, at 100 South Capitol Avenue in the Visit Indy Boardroom located on the 3<sup>rd</sup> 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, Earl Goode and Maggie A. Lewis as well as Ex-Officio Leonard Hoops.

Members present virtually: Sarah Fisher.

Members absent: Jim Dora 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; Monique Wise, Director of Sales and Marketing, 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"); Curt Fritsch, CKZ Tech, 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 9:00 am. She mentioned the recent announcement on the NCAA basketball tournaments coming to Indianapolis. She also commented on the success of the recent USA Swimming Events that had taken place at LOS and commended everyone involved on their dedication and commitment to the success of the event. President Reddick then recognized CIB Executive Director, Andy Mallon, and Lucas Oil Stadium Director, Eric Neuburger, on recently being named to the IBJ's list of the 250 most Influential Hoosiers saying that she was very pleased that their leadership had been recognized and the honor was very much deserved.

**Minutes of June 14, 2024.** President Reddick presented the approval of minutes from the June 14, 2024, CIB meeting as attached to and made a part of these minutes. There were no questions from the Board. Board member Goode moved to approve the Minutes of June 14, 2024, as presented. Vice President Corbitt seconded the motion.

**Roll Call Vote:** Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Earl Goode, Yes; Maggie A. Lewis, Yes; Sarah Fisher, Yes; The motion passed 7-0.

**CIB Monthly Financial Report.** Mr. Kuehr presented the May 2024 *CIB Monthly Financial Report* to the Board. The financial report is attached hereto and made a part of these minutes. Mr. Kuehr reviewed the financial report for the month and year to date with the Board members explaining variances from budget and answering questions as necessary.

**Visit Indy Report.** President Reddick introduced Leonard Hoops to present the *Visit Indy Report*. The corresponding documents accompanying this report are attached hereto and made a part of these minutes. Mr. Hoops reported that the month of May continues to be a strong year with both Marion County and downtown having record breaking revenues for hotel sales resulting in the best May in history. He reported that more room nights were sold than ever before for the second month in a row. The average daily rate for downtown was \$211 with the YTD 14.4% ahead of last year's numbers. He remarked that this is the sort of year everyone dreamt about coming back to during the pandemic. Mr. Hoops informed the Board that YTD the US is up nationally across the country 1.8% for average daily rate and 1.3% for revenue per available room. In comparison, Indianapolis and Marion County average are up 9.1% for average daily rate and 13.1% for revenue per available room. Mr. Hoops stated that this is not a national trend but more along the lines of a local domination. He reported that downtown is up year over year 18% in revenue and that average rate year to date is \$208.82. He informed the Board that current year to date booking is at 81% but he is forecasting booking rate of over 100% by the end of July and beginning of August.

**Indiana Convention Center ("ICC") and Lucas Oil Stadium ("LOS") Sales Reports.** Monique Wise presented the *ICC Sales Report*. The corresponding documents are attached hereto and made a part of these minutes. She reported the ICC's occupancy for the month of June was 66.9% with overall attendance of 153,552 and noted that is highest June attendance on record for the facility. Ms. Wise attributed most of that attendance to the very successful Olympic Swim Trials Aqua Zone reporting that almost 70,000 guests visited the ICC over the course of the trials. At the same time the Aqua Zone the building also hosted a very successful Gospel Coalition. Ms. Wise reported that immediately after the USA Swimming and Gospel Coalition events the staff prepared for the IBE Summer Celebration. This year's event was very successful with over 30,000 in attendance at the ICC. Ms. Wise reported that July began with the Church of God International convention with attendance of 8,000. This event was followed by the National Eucharistic Congress ("NEC"). Ms. Wise noted that the NEC will be a week-long event and it was last held 83 years ago. She reported the estimated attendance was approximately 50,000. All major sessions and meetings were held at the ICC and revival events took place at LOS each night. The next event will be the Zeta Phi Beta Sorority's Grand Boule. Zeta Phi Beta is a prestigious African American women's sorority. They hold their national convention every other year and this will be the first time ever held in Indianapolis. They're expecting about 8,000 guests. Gen Con's annual convention follows this event with over 70,000 people expected to attend. Drum Corp International follows Gen Con. Ms. Wise reported that after that the ICC will have a much needed break with two dark days for the remainder of July.

**LOS Sales Report.** Eric Neuburger presented the *LOS Sales Report*. He informed the Board that since the last Board meeting everything has been related to the USA Swimming Olympic Trials event that took place at LOS and was a huge success. He stated that he could not say enough good things about the execution of the event and community support to make it all happen. Mr. Neuburger reported that people loved having the USA Swimming event here so much they continued to walk up and buy tickets throughout the week and everything progressed on an upward trajectory through the 17 sessions. Mr. Neuburger informed the Board that the pools had been removed from LOS and reported that by 8 pm this evening the new turf will be completely installed. He noted that the turf will be covered for the Eucharistic Conference but will visible afterwards as LOS hosts the Big 10 Media Days. Following that event LOS will transition into Gen Con. Mr. Neuburger explained it was exciting that the group would be using parts of the Stadium that they have never engaged with before noting that not only was more space being used, but it was also being intentionally used for specific gaming purposes. Mr. Neuburger noted that there would be two Colts games as well as a Colts 5K event before the Board meets in August. He also reported that he and his staff were very busy with incorporating new processes and safety protocols relating to NFL security mandates taking effect for the upcoming season.

**Update on current construction projects, 6<sup>th</sup> expansion of the ICC and Signia Hotel.** Mr. Mallon updated the Board on the construction taking place on the Hotel Project and ICC expansion. He informed the Board that the project is going very well. He reported that the elevator shaft is going up in the main tower. He reminded the Board that the main large concrete pour had already taken place but informed them that there were still eight or nine smaller concrete pours scheduled to take place. He commented that the worksite was almost level with the street level at this time and that once the construction begins to come out of the ground it will be very encouraging and exciting to see.

**Gainbridge Field House Flood Retention Project.** Mr. Mallon presented the Gainbridge Field House Flood Retention Project which is attached to and made a part of these minutes. He explained that In November 2023 the CIB retained services from Synthesis Incorporated to investigate flooding risks at Gainbridge Fieldhouse. He reminded the Board that this investigation is being undertaken in conjunction with conversations between CIB staff and the CIB's insurance broker, NFP, who recommended that the Board move forward with the proposed flood retention project which was introduced to the Board at its June 14, 2024 meeting. Mr. Mallon informed the Board that the CIB engaged with Central Indiana Hardware Inc., through the Indiana State Qualified Purchase Agreement (QPA Program) for a supply contract in the amount of \$1,345,527.13. The project is estimated to be completed by June 2025. Staff and Counsel recommended awarding the supply contract to Central Indiana Hardware Inc, in the amount of \$1,345,527.13. There were no questions from the Board. Vice President Corbitt moved to approve the Gainbridge Field House Flood Retention Project agenda item as presented. The motion was seconded by Board Member Lewis.

**Roll Call Vote:** Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Earl Goode, Yes; Maggie A. Lewis, Yes; Sarah Fisher, Yes; The motion passed 7-0.

**ICCLOS Momentus Event Management Agreement.** Mr. Mallon presented the ICCLOS Momentus Event Management Agreement which is attached to and made a part of these minutes. He explained that Momentus, formerly known as Ungerboeck, is the CIB's comprehensive event management software. He further explained that it is utilized by many departments for customer relationship management, booking, event ordering and execution as well as reporting and online exhibitor orders. Mr. Mallon also noted that the software was recently expanded to include financial reporting and digital signage capabilities which will further improve real time reporting during events. He informed the Board that after renewing the agreement annually for several years, it has become advantageous for the CIB to move to a five-year term which will help to prevent future cost increases. Staff recommend the approval of this five-year agreement in the amount of \$1,232,100.00. There were no questions from the Board. Vice President Corbitt moved to approve the ICCLOS Momentus Event Management Agreement agenda item as presented. The motion was seconded by Board Member Lewis.

**Roll Call Vote:** Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Earl Goode, Yes; Maggie A. Lewis, Yes; Sarah Fisher, Yes; The motion passed 7-0.

**LOS Ross Video Agreement.** Mr. Mallon presented the LOS Ross Video Agreement which is attached to and made a part of these minutes. He informed the Board that the Ross Video Agreement represents a software subscription, hardware coverage and support for four major systems within the LOS Video Production Room: content management system for LED, Tally, Xpression and Piero. He explained that by combining all four systems into one comprehensive service contract and extending the agreement to a three-year term, the CIB was able to negotiate a 20% discount. Staff and Counsel recommend the approval of this three-year agreement in the amount of \$474,126.25. There were no questions from the Board. Vice President Corbitt moved to approve the LOS Ross Video Agreement 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; Earl Goode, Yes; Maggie A. Lewis, Yes; Sarah Fisher, Yes; The motion passed 7-0.

**LOS Grass Valley Agreement.** Mr. Mallon explained that Grass Valley Agreement covers two primary areas within the video core, video switching and cameras. The cameras are used as the primary form of live content acquisition, while the Video Switcher provides and facilitates video switching and mixing functions. He explained that the CIB was able to negotiate a multi-year agreement that will provide a 10% savings over the two-year term. Staff and Counsel recommend the approval of this two-year agreement in the amount of \$105,254.10. There were no questions from the Board. Vice President Corbitt moved to approve the LOS Grass Valley Agreement 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; Earl Goode, Yes; Maggie A. Lewis, Yes; Sarah Fisher, Yes; The motion passed 7-0.

**Disposal of Obsolete Equipment.** Mr. Mallon presented the Disposal of Obsolete Equipment agenda item, which is attached to and made a part of these minutes. He noted the list of equipment has been reviewed by Staff and found to have no book value. Ms. Reddick asked if there were any questions from the Board and there were none at this time. Vice President Corbitt moved to approve the Disposal of Obsolete Equipment 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; Earl Goode, Yes; Maggie A. Lewis, Yes; Sarah Fisher, Yes; The motion passed 7-0.

**Operating Claims and Confirming Claims.** Mr. Mallon presented the next agenda items covering the CIB's financial claims, Operating Claims 1783G and Confirming Claims 1776C, 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 1783G and Confirming Claims 1776C agenda item as presented. The motion was seconded by Secretary Ruhmkorff.

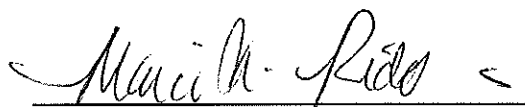
**Roll Call Vote:** Marci A. Reddick, Yes; David Corbitt, Yes; Mick Terrell, Yes; David Ruhmkorff, Yes; Earl Goode, Yes; Maggie A. Lewis, Yes; Sarah Fisher, Yes; The motion passed 7-0.

**Other Business.** President Reddick informed the Board that the 2025 CIB Budget would be presented at the August meeting and that it would be helpful if the Board members could plan on allowing some additional time on their schedules for the meeting to leave room for any necessary discussions. She also informed that Board that the new CIB website would be rolled out in August. President Reddick informed the Board that the September CIB meeting would be held at Gainbridge Fieldhouse with a tour of the Fieldhouse of the Future following the meeting. There was no further other business at this time.

**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, August 23, 2024.

**Adjourn.** President Reddick adjourned the meeting at 9:52 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

