

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING JANUARY 12, 2016**

A meeting of the Board of Directors of the Metropolitan Entertainment & Convention Authority (“MECA”), a Nebraska nonprofit corporation, was called to order by Chairman Dana Bradford at 10:00 a.m. on January 12, 2016, in the MECA Board Room at CenturyLink Center Omaha, 455 N. 10th Street, Omaha, Nebraska.

Roll Call:

Present: Chairman Dana Bradford, Ms. Diane Duren, Mr. Jay Noddle, Mr. Willy Theisen, and Ms. Dana Washington.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on January 5, 2016, and in the *Omaha World-Herald* on January 5, 2016.

A copy of the Open Meetings Law was posted on the table near the side entrance to the MECA Board Room.

Approval of Minutes:

Ms. Washington moved for approval of the minutes of the December 8, 2015, MECA Board Meeting, seconded by Mr. Theisen.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon took the opportunity to recognize the staff’s dedication and expertise for the record-breaking NCAA Women’s National Volleyball Championship event this month. Not only did MECA host the Championship, but simultaneously hosted the American Volleyball Coaches Association Convention bringing in 3,000 - 3,500 coaches and affiliates from around the country. Mr. Dixon noted that MECA’s staff continues to rise above and create an atmosphere of positive attitudes, professionalism and willingness to help. These efforts are noticed and appreciated by the NCAA and others.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported there are currently 157 events on the books utilizing 277 event days for this fiscal year beginning July 1, 2015. Since the December 8, 2015, Board Meeting, 12 events have been added with 25 event days and over 2,000 hotel room nights. In addition, 14 new license agreements have been signed.

Ms. Niebrugge added that the meeting planner for the American Volleyball Coaches Association was extremely pleased with the execution of this conference.

Corporate Sales and Marketing Update

Mr. Tom O’Gorman stated that December is typically a slow booking month with the holidays. MECA will be announcing more new events next month. Mr. O’Gorman also noted that he had a great conversation with the NCAA Volleyball Committee and staff regarding the 2018-2020 bidding cycle.

Operations and Technology Update

Mr. Kevin Raymond also wanted to recognize the staff for their hard work and important contributions for the NCAA Women’s National Volleyball Championship and the American Volleyball Coaches Association Convention. The installation of this unique volleyball court was completed before schedule, which the NCAA sincerely appreciated. Mr. Raymond noted that it is interesting speaking to organizers that compare facilities around the country and who take the time to commend MECA on a job well done.

A slow convention month has allowed for routine maintenance in the ballrooms. They have been painted and are refreshed. The accent lighting in the Grand Ballroom has been replaced. The cause of the leaks occurring in Hall C have been identified and temporarily fixed. Permanent repair work will be scheduled in the spring.

Levy Restaurants Update

Ms. Chris VanDorn stated Levy was also very busy with food and beverage sales for the NCAA Women’s National Volleyball Championship and catering for the American Volleyball Coaches Association Convention. Sales during this event reflect a growth of 43% from the 2006 tournament and nearly a 70% increase from the 2008 tournaments held in Omaha. Ms. VanDorn was happy to announce that Levy broke their own record set in Omaha in 2006 for merchandise sales by 58%. The increased sales were attributed to the University of Nebraska making it into the Championship.

The *Encounter* Magazine published a nice article, featuring Levy’s goal of incorporating a restaurant mentality into the concession items. Levy brings fresh and from-scratch items to fans while maintaining their focus on speed of service.

Public Relations Update

Ms. Kristi Andersen reported MECA received very favorable TV media coverage for the NCAA Women’s Volleyball National Championship for weeks leading up to the event. The amount of times the event and CLCO were mentioned had a publicity value of approximately \$2.4 million. The Nielsen Report stated nearly 12.1 million fans tuned in to watch the event. The coverage on ESPN was excellent, and it certainly put Omaha back into the national spotlight.

The Omaha *World-Herald* published a nice article showing the 2015 Pollstar rankings, noting that CLCO is up seven spots to #35 in the United States and ranked #71 in the world. Pollstar had CLCO ranked in the top 100 arena venues worldwide with 225,606 tickets sold in 2015.

Finally, Ms. Andersen noted that Black Sabbath has elected to kick off their world concert tour by starting here at CenturyLink Center Omaha on Wednesday, January 20.

Committee Updates:

Internal Governance Committee

Ms. Diane Duren reported the Internal Governance Committee met on Friday, January 8, 2016, at MECA's offices. In attendance were Mr. Stephen Curtiss, City of Omaha Finance Director; Ms. Duren; Mr. Bob Freeman; Mr. Dixon; Ms. Lea French and Ms. Andersen. The Committee reviewed the November 2015 Financial Statements. After overviews from and discussions with Ms. French and Mr. Dixon, the Committee found them to be reasonable compared to plan and prior periods and consistent with standard MECA accounting practices. Due to event timing, both revenue and expenses for the month were lower than budgeted but remain over budget for the year-to-date. The Committee reviewed a draft of the audited financial statements for the fiscal year ended June 30, 2015. No unusual items or exceptions were noted. These statements should be finalized within the next few weeks. The Committee also discussed the Strategic and Capital Plan for the next 20 years. This Plan is being finalized and will be ready for review in the next several weeks. Finally, the Committee reviewed the upcoming Board meeting schedule, along with financial reporting timing and review requirements, and has established a Committee meeting schedule for the next several months.

Real Estate Committee

Chairman Bradford stated that the MECA Lot B Study Committee has been developed. This partnership will work to move forward on Lot B, parking and other important matters to MECA.

Mr. Noddle reported that the Committee met on Wednesday, December 16, 2015. Committee members in attendance consisted of Mr. Ken Stinson (Chair), Mr. Doug Bisson, Mr. Bradford, Mr. David Brown, Mr. Randy Buhr, Mr. Jack Diesing, Mr. Dixon, Mr. Steve Jensen, Mr. Clark Lauritzen, Mr. Noddle, Ms. Cassie Paben, and Mr. Bruce Rasmussen. Absent was Committee member Mayor Jean Stothert who was unable to attend this first meeting. The Committee reviewed the individual members involved and emphasized the importance of collaboration between all parties in this process. It was agreed that a smaller working group, consisting of Mr. Noddle, Mr. Jensen and Mr. Bisson, would meet more frequently to facilitate progress. The Committee also discussed the potential use of consultants, followed by a discussion on how consultants could be funded. A meeting schedule is being finalized for the Committee.

Contract Approvals:

Chairman Bradford indicated there are five contracts requiring approval today.

CLCO

Chairman Bradford read the following resolutions:

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Cutchall Management Company for advertising at CenturyLink Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Advertising/Sponsorship Agreement following its finalization in a form reasonably approved by counsel.

Chairman Bradford invited public and Board comment and asked for a motion.

Ms. Duren inquired as to which restaurant would be emphasized. Mr. Dixon noted that it is Famous Dave's Restaurant.

Moved by Ms. Duren, seconded by Mr. Noddle.

Motion carried: 5-0.

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and CSG International for advertising at CenturyLink Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Advertising/Sponsorship Agreement following its finalization in a form reasonably approved by counsel.

Chairman Bradford invited public and Board comment and asked for a motion.

Moved by Ms. Duren, seconded by Mr. Theisen.

Motion carried: 5-0.

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Borsheims Fine Jewelry & Gifts for advertising at CenturyLink Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Advertising/Sponsorship Agreement following its finalization in a form reasonably approved by counsel.

Chairman Bradford invited public and Board comment and asked for a motion.

Moved by Mr. Theisen, seconded by Ms. Washington.

Motion carried: 5-0.

TDAPO

Chairman Bradford read the following resolution:

RESOLVED, that the Agreement between MECA and Commercial Flooring Systems, Inc., to remove and dispose of existing carpet and supply and install new carpet on the Suite/Club Level at TD Ameritrade Park Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairman Bradford invited public and Board comment and asked for a motion.

Mr. Bradford inquired as to the life span of the carpet. Mr. Raymond stated they typically last ten years; however this carpet needed to be replaced at five years. A higher quality carpet will be installed.

Moved by Ms. Duren, seconded by Mr. Theisen.

Motion carried: 5-0.

MECA

Chairman Bradford read the following resolution:

RESOLVED, that the Agreement between MECA and ABM Onsite Services - Midwest, Inc. d/b/a ABM Parking Services for parking staff and management services for designated events at CenturyLink Center Omaha and TD Ameritrade Park Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreement following its finalization in a form reasonably approved by counsel.

Chairman Bradford invited public and Board comment and asked for a motion.

Moved by Ms. Washington, seconded by Ms. Duren.

Motion carried: 5-0.

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Tuesday, February 9, 2016, at 10:00 a.m. in the MECA Board Room.

Executive Session

Chairman Bradford stated the time of 10:25 a.m. and invited a Motion to enter into closed Executive Session for purposes of discussing personnel, real estate and potential claims matters.

A Motion to go into Executive Session for these specified purposes was made by Ms. Duren, seconded by Mr. Theisen.

Motion carried: 5-0.

Adjournment

At 11:40 a.m. a Motion was made to come out of Executive Session and to adjourn, made by Mr. Noddle, seconded by Ms. Washington.

Motion carried: 5-0

Adjournment (11:40 a.m.)