

MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION AUTHORITY BOARD OF DIRECTORS MEETING – JUNE 13, 2017

A meeting of the Board of Directors of the Metropolitan Entertainment & Convention Authority (“MECA”), a Nebraska nonprofit corporation, was called to order by Chairwoman Diane Duren at 8:00 a.m. on June 13, 2017, in the MECA Board Room at CenturyLink Center Omaha, 455 N. 10th Street, Omaha, Nebraska.

Roll Call:

Present: Chairwoman Diane Duren, Ms. Susie Buffett, Mr. Jay Noddle, and Ms. Dana Washington. Mr. David Jacobson was unable to attend.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on June 6, 2017, and in the *Omaha World-Herald* on June 6, 2017.

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. Buffett moved for approval of the minutes of the May 3, 2017, MECA Board Meeting, seconded by Ms. Washington.

Motion carried: 4-0.

President/CEO Report:

Mr. Roger Dixon stated that we are living in a changing and increasingly more dangerous world in wake of the latest terrorist attacks occurring in London. Additional security measures have been taken by MECA for the 2017 Men’s College World Series to increase guest safety. Most noticeable are the hundreds of concrete barriers lining the sidewalks around TD Ameritrade Park (TDAPO). Although they serve an important purpose of protecting fans, it is a reminder that we live in dangerous times. Mr. Dixon was appreciative to the team of volunteers who stepped in this week and painted them in bright colors to make them visually more appealing. Other security measures include guests being wanded with hand-held metal detectors at all entrances into TDAPO, and increased law enforcement presence.

MECA will continue to meet internally to discuss different options available for the arena and convention center and will be back to the Board with a detailed plan of actions recommended.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 148 events on the books utilizing 271 event days for the fiscal year 2017-2018. Since the May 3, 2017, board meeting, 17 events and over 7,800 hotel room nights have been added. In addition, 21 new license agreements have been signed.

Ms. Niebrugge will be attending Meeting Professionals International in Las Vegas this month. This convention will allow Ms. Niebrugge and her team to meet one-on-one with meeting planners who rotate into the Midwest. As of today, there are over 15 appointments that have been confirmed. This will give the team a chance to learn what is important to the planners and how Omaha can help them accomplish it.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman reported that Club seat renewals for CLCO are nearly complete. There were four with no response to date and four that chose not to renew.

The bungalows arrived last Friday, and their arrival has sparked more interest and additional inquiries of renting them. Mr. O’Gorman believes that they will all be rented before the start of the College World Series.

“We Are Baseball Hall of Fame Tour” with Major League Baseball (MLB), which is a state-of-the-art interactive traveling baseball experience that brings the game directly to the fans, is scheduled to open at CLCO on Friday. Fans will get to experience some special exhibits such as virtual reality machines and an IMAX Theater. A lot of special artifacts were provided from the National Baseball Hall of Fame and Museum in Cooperstown.

Paula Abdul did not perform on Sunday night due to an injury. The Box Office is currently going through a refund process now for fans who chose not to attend the show due to the announcement. Tickets will be refunded at face value.

Mr. O’Gorman noted that the Disney on Ice presents Dream Big show has just been announced and will be at CLCO in October. Tickets for the performance go on sale June 20, 2017 at 10:00 a.m.

Operations and Technology Update

Mr. Raymond stated that the last couple of weeks has been spent finalizing the large projects scheduled for this summer. Those contracts will be up for review and approval today.

TDAPO continues to be the focus with the Opening Ceremonies beginning this Friday for the College World Series. The Big East Tournament was hosted over Memorial Day weekend, and while the guest attendance numbers aren’t comparable to the Big Ten Tournament or the CWS, it lends an opportunity to get IT and A/V services installed and perform a test run in preparation for CWS. As Mr. Dixon noted, the additional security measure of wandng guests with hand-held metal detectors will be implemented for CWS. The bag check will be moved to the bottom of the entrance, tents are being set up to give guests and staff a little reprieve from the heat while getting into the stadium. The Ferris wheel arrived last weekend and will begin being erected today. June will be a very busy month but Mr. Raymond is confident that staff will do a tremendous job of making guests have an enjoyable and memorable time on the MECA campus.

Levy Food & Beverage Update

Ms. Chris VanDorn stated that since the May 3, 2017 Board meeting, Levy has finished up May with another busy month. The Annual Berkshire Hathaway Shareholder meeting event saw an increased number of Jason’s Deli Lunch Boxes that were brought in and sold due to demand. This item continues to be a popular and successful lunch option due to the speed guests can be served as a supplement in those fixed locations. Levy will have a follow up meeting with Jason’s Deli after the CWS is wrapped up to discuss operations - how things went this year and what we can do or want to do differently for the next year. The numbers are also in for the Big East Baseball Tournament at TDAPO in May, Levy projected sales for the event this year based on 2015 and actualized stronger per caps for the entire event.

Now the entire team in both buildings is shifting focus to the CWS. As of today, construction of all the non-fixed locations will be completed and the remainder of the refrigerator storage trucks will be distributed. Food deliveries continue to arrive and Levy is working through all beverage distribution, hanging menus, starting food production and welcoming the extended team of about 25 visiting support managers who come in from all across the country to help. Later this week, Levy will welcome 500 plus hourly and non-for-profit team members ready for the next two weeks. The Florida - Wake Forest baseball game did not want to end and it wasn't until 9:00 p.m. on Monday evening that Levy could confirm the layout of the team specific souvenir cup design. This process is normally accomplished on Sunday evening, with designs going to print first thing on Monday morning. The printer has rearranged their schedule and is working diligently to make Sunday's deadline happen, although it may be later in the day that the team specific cups are distributed. Levy will start the series with a generic non-team specific cup on Friday morning.

Tomorrow will be the annual CWS media food tasting event following the press conference which is always a popular event. Levy has quite a few new food items to roll out again this year. Every year a new signature hotdog is announced, and there are two specific 'dawgs' this year. The first is the Grilled Street Dawg, a sizable all beef frank topped with chipotle mayo, grilled corn, pickled jalapeño, queso fresco and fried tortilla strips. The second is the Cuban Dawg, an all beef frank topped with creamy jack cheese sauce, whole-grain mustard, slow smoked pork, and spicy house-made pickle relish. This year's wow item is the giant "Strike Zone" Calzone, an 18" long loaf of pizza crust topped with Parmesan and filled with Italian sausage, pepperoni, roasted bell pepper, tomato sauce and mozzarella. Another item that is sure to please baseball fans is the 10th Street Tostada Grande, an oversized, fried-crispy tortilla topped with a surprisingly kicky chipotle jack cheese sauce and a tasty roasted corn and bean relish. Atop that: salsa, cheddar cheese, sour cream, and the choice of either beef or chicken.

Public Relations Update

Ms. Kristi Andersen stated that MECA is very busy this week getting everything in order for the CWS. A press release went out yesterday regarding fan parking for the event. The Capitol District has just opened their 500-space garage and it will be available during the CWS. Other often underutilized areas are Lot A and MECA's parking garage. Ms. Andersen will continue to push this information out to the public.

The annual Pre-CWS press conference will be held tomorrow morning at the Stadium. All members of the Board of Directors are invited to attend. It will include participants with CWS, Inc., Creighton University, NCAA, and the City of Omaha. After the press conference, the highly-anticipated food tasting with Levy will be held. It always includes all of the new menu items that the Chef has created especially for the CWS, and this year *Omaha World Herald's* food critic, Sarah Hansen, will be on site to taste the giant "Strike Zone" Calzone.

Ms. Andersen will be doing a number of stories during the week as the CWS gets closer, regarding parking, the 10th Street activation and other information. This will be distributed through traditional and social media. A dedicated page of all the information is being added to the MECA website which will include information on the Ferris wheel, Bubble Soccer, and the unique type of corporate hospitality of the bungalows.

Committee Updates:

Internal Governance Committee

Ms. Dana Washington reported that the Internal Governance Committee met on Thursday, June 8, 2017, at MECA's offices. In attendance were Ms. Washington, Mr. Bob Freeman, Mr. Steve Curtiss, Ms. DeAnn Olsen, and Chairwoman Duren. The final portion of the meeting included Ms. Clair Alt and Ms. Tabitha Chase. The Committee discussed the importance of work-life balance and some creative options for helping MECA employees face the demands of work and family.

The Committee reviewed the March and April 2017 Financial Statements. After overviews from and discussions with Ms. Olsen, the Committee found the report to be reasonable compared to plan and prior periods and consistent with standard MECA accounting practices. It was discussed that the FEI World Cup and the food and beverage sales associated with the event exceeded all expectations and contributed to April being profitable.

The Committee began its review of the 2018 Budget and will continue its review next month (July 1, 2017 – June 30, 2018). The 20-Year Strategic Plan will be reviewed in August.

The Committee reviewed the standard 401(k) and Financial Statement Audit Letters which simply informed the Committee that the auditors will be at MECA in June and July. It is expected that they will issue a report concerning the 401(k) at the end of July and a report concerning the financials in November.

The Committee reviewed the annual raise recommendations which will be discussed in the Executive Session with the entire Board of Directors today.

Finally, the Committee discussed the need to establish a meeting schedule for the next several months.

Real Estate Committee

Mr. Jay Noddle stated that he, along with Mr. Bob Freeman, are currently working on developing covenants. Sets of design guidelines and principals, as well as covenants from other places are being used as a skeleton covenant, with the particulars pertaining to Lot B being added in. This will speed up the process, making it less expensive and more user-friendly. Mr. Noddle expects to have a draft distributed to the first round of reviewers by the July 7 Board Meeting. The City has tentative dates this month to discuss infrastructure; however, meeting with Union Pacific regarding environmental issues will be scheduled after June. Mr. Noddle is not aware of anyone requesting information yet from the City.

Contract Approvals:

Chairwoman Duren indicated there are four contracts requiring approval.

CLCO

Certified Transmission

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Certified Transmission, 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.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Ms. Washington seconded by Ms. Buffett.

Motion carried: 4-0

Robbins Sports Surfaces

RESOLVED, that the Agreement between MECA and Robbins Sports Surfaces to refinish the surface of the All Star Basketball Floor 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 Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Ms. Buffett seconded by Ms. Washington.

Motion carried: 4-0

Doll Construction LLC

RESOLVED, that the Agreement between MECA and Doll Construction LLC, for the removal, disposal and installation of concrete 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 Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Ms. Buffett seconded by Mr. Noddle.

Motion carried: 4-0

Voss Electric Company D/B/A Voss Lighting

RESOLVED, that the Agreement between MECA and Voss Electric Company d/b/a Voss Lighting, for the purchase of 190 light fixtures for 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 Agreement following its finalization in a form reasonably approved by counsel.

Chairwoman Duren invited public and Board comment and asked for a motion.

Moved by Mr. Noddle seconded by Ms. Washington.

Motion carried: 4-0

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Friday, July 7, 2017, at 8:30 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 8:24 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. Washington seconded by Ms. Buffett.

Motion carried: 4-0.

Adjournment

At 9:00 a.m. a motion was made to come out of Executive Session and to adjourn, made by Ms. Washington, seconded by Ms. Buffett.

Motion carried: 4-0

Adjournment (9:02 a.m.)