

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – AUGUST 25, 2015**

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 August 25, 2015, 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 August 18, 2015, and in the *Omaha World-Herald* on August 18, 2015.

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. Duren moved for approval of the minutes of the July 28, 2015, MECA Board Meeting, seconded by Mr. Theisen.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon stated that he has been traveling quite a bit this last month. He attended the International Association of Venue Managers in Baltimore, MD. This event is a great networking opportunity that includes venue executives, managers and personnel from other arenas, convention centers, stadiums and performing art centers throughout the country. It also proved to be educational, addressing opportunities and challenges relevant to current facility operations. A trade show also corresponds with this event, and Mr. Dixon reported being approached by numerous ticketing companies interested in MECA’s selection process for ticketing.

Mr. Dixon, Mr. Tom O’Gorman and Mr. Jon Secunda also attended meetings in Los Angeles, CA, with Ticketmaster and Live Nation. The Request for Proposal (RFP) process will begin very soon to ensure we are tailored to cover everything moving forward for the next five to seven years with ticketing.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported there are currently 130 events on the books utilizing 243 event days for this fiscal year beginning July 1, 2015. Since the July 28, 2015 Board Meeting, 10 events have been added with 21 event days and over 2,800 hotel rooms booked. In addition, 8 license agreements have been signed.

Ms. Niebrugge announced that Ms. Gillian Austin, along with Mr. Mark Rath and Ms. Nichole Beran, both of the Omaha Convention & Visitors Bureau (OCVB) and Ms. Kristina Jacobs with Omaha Hilton will be traveling to Pittsburgh, PA, to attend the Connect Marketplace which is being held at the David L. Lawrence Convention Center. This annual educational conference and appointment-only trade show is a highly respected event that brings together the most active planners, suppliers and experts in specialty and association meetings and events for three days of general sessions, boot camps, roundtables, workshops, pre-set appointments and networking. The appointment-only trade show is the business marketplace where RFPs are placed, dates are secured and relationships are developed for future business. The focus on education at Connect Marketplace allows participants to brush up on skills, learn about trending topics, get great business advice from speakers and enjoy networking with other industry professionals.

Ms. Niebrugge noted that the OCVB is currently looking for new national sales person.

Next, Ms. Niebrugge reported traveling to Branson, MO, for her family vacation. She was surprised to find that Branson has really expanded on incorporating new ideas that draw people into an area called “Branson Landing” which is situated very near their convention center and Hilton. This area, located on the waterfront, has a waterwall with lights, fire and music, and auditorium type seating. There are zip-lines going across the lake and open-air restaurants and bars. The atmosphere was very busy and festive even though no external events were being held. Ms. Niebrugge noted that CenturyLink Center (CLCO), TD Ameritrade Park (TDAPO) and the Hilton Omaha are situated in a similar type of location near the Missouri River front; perhaps MECA can learn from other cities with similar settings and develop new areas of interest and attract more people.

Corporate Sales and Marketing Update

Mr. Tom O’Gorman stated his team is focusing on the contracts and renewal process for club seats and sponsorship for CLCO. MECA is currently at 100% renewal for the suites. Discussions with the National Collegiate Athletic Association (NCAA) have concluded, and the information has been distributed to the clients for the renewal process for TDAPO.

The Terence Crawford vs. Dierry Jean World Junior Welterweight Championship fight has just been announced. More announcements are expected after Labor Day weekend. Currently on sale are the Creighton vs. UNL Volleyball, Aksarben Stock Show and Rodeo (formerly River City Rodeo), Janet Jackson, Elton John, two Taylor Swift shows and the NCAA Division I Women’s National Volleyball Championship.

Operations and Technology Update

Mr. Kevin Raymond stated the main focus during this time of year has been on facility upkeep with seats being cleaned; walls in the meeting and ballrooms being refreshed with a new coat of paint; and HVAC filters, lights and fixtures being changed out. The new water tanks have been received with plans to be installed by next week. The suites refresh is going well and on-track to be completed by mid-September. The wireless upgrade, although the equipment was delayed from the manufacturer, is scheduled for installation by next week with completion also anticipated to be complete by mid-September. Finally, the plexi-neon lights are ahead of schedule; barring any unseen issues and weather permitting, a demo will be scheduled later this week.

Levy Restaurants Update

Mr. Brad Howard announced that Levy is currently reviewing numerous external and internal applicants for the Executive Chef position previously held by Chef Tom Elder.

September 10 is the date set for MECA associates to participate in Levy's annual food tasting event where new proposed menu items will be prepared for sampling. Levy certainly appreciates the great feedback and suggestions received.

Mr. Howard noted that Java.com will see a makeover starting on September 8 with the removal of the old machines. The area will be cleaned and repainted. The new updated machines will be brought back in by September 17.

Public Relations Update

Ms. Kristi Andersen reported that there was great local media coverage for the press conference held on August 24 for the undefeated two-division world champion and the reigning Fighter of the Year, Terence "Bud" Crawford, and the current No. 2 world-rated contender, Dierry "Dougy Style" Jean. Although Dierry Jean was unable to attend due to an issue with his passport, the press conference was streamed live by www.TopRank.tv and viewed by thousands. This will be the third time Omaha has hosted a world title fight for its hometown hero, Terence Crawford. Tickets went on sale on August 24 for this highly anticipated fight which will take place on October 24 at CLCO.

Since the last Board meeting on July 28, CLCO has hosted a concert featuring Lady Antebellum along with Sam Hunt and Hunter Hayes. Hunter Hayes conducted an interview with Channel 6 news prior to the concert, which doesn't happen very often but really helps boost excitement for the event. The convention center also hosted the Golden Age Veteran Games which drew in approximately 800 veterans from across the country. A number of local media attended with great daily coverage of the event.

Last week Ms. Andersen and Ms. Niebrugge had a conversation with the editor from *United Hemispheres* Magazine. These magazines are located in the seat-backs of United planes and will give Omaha some nice exposure with a 40-page spread. The magazine is very focused on the revitalization efforts of Omaha, specifically the downtown area. The editor will reach out to nearly 36 individuals for interviews around town, including Mr. Dixon. United Airlines has not featured the City of Omaha in one of their magazines since 2007.

Committee Updates:

Internal Governance Committee

Ms. Diane Duren reported the Internal Governance Committee members met on Wednesday, August 19, at MECAs offices. In attendance were Mr. Bradford; Mr. Stephen Curtiss, City of Omaha Finance Director; Ms. Duren; Mr. Robert Freeman; and Ms. Lea French. The Committee conducted a review of MECA's June 2015 Financial Statements. After overviews from and discussions with Ms. French, the Committee found the statements to be reasonable compared to plan and prior periods, as well as consistent with standard MECA accounting practices. The Committee also reviewed the preliminary results for the Fiscal Year 2014-2015 with the final work being completed with TD Ameritrade Park. The strategic planning process began on Thursday, August 13, with the meeting of the Internal Governance Committee and senior MECA leadership. Inputs for the plan include the arena and convention center reports (previously issued by the Committees) along with management's projections

of revenues, expenses and capital expenditures for the next five to seven years under alternative scenarios. The outcome of this exercise, to be completed later this year, will be a long-range plan for MECA. The Committee will also conduct a review of all conflict of interests identified by the annual Code of Business Conduct and Ethics Attestation at the September Committee meeting.

Real Estate Committee

Chairman Bradford stated meetings have begun with HDR and the tenants regarding parking Lot B. Mr. Dixon noted different scenarios will be discussed if Lot B is developed and what will need to take place before that happens. MECA's main objective is to protect its core of business and the tenants that support it.

Contract Approvals:

Chairman Bradford indicated there are two approvals today.

CLCO

Chairman Bradford read the following resolutions:

Hockenbergs Foodservice Equipment & Supply Company, Inc. Agreement

RESOLVED, that the Agreement between MECA and Hockenbergs Foodservice Equipment & Supply Company, Inc., for the purchase and installation of kitchen and serving equipment 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.

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

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

Motion carried: 5-0.

Linhart Construction, Inc. Agreement

RESOLVED, that the Agreement between MECA and Linhart Construction, Inc., for providing all labor, equipment and materials to remove and replace approximately 11,500 square feet of pavers at the two south corners of the intersection of 10th Street and Cuming Street, 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 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 if a guarantee is provided on how long they will last. Mr. Raymond responded that no guarantee is provided, but this project is being completed with an alternative material that wears better and is also a third less costly than the original material.

Moved by Mr. Noddle, seconded by Mr. Theisen.

Motion carried: 5-0.

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Tuesday, September 29, 2015, at 10:00 a.m. in the MECA Board Room.

Executive Session

Chairman Bradford stated the time of 10:30 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 Mr. Theisen, seconded by Ms. Duren.

Motion carried: 5-0.

Adjournment

At 11:10 a.m. a Motion was made to come out of Executive Session and to adjourn, made by Mr. Theisen, seconded by Ms. Washington.

Motion carried: 5-0

Adjournment (11:10 a.m.)