

MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION AUTHORITY BOARD OF DIRECTORS MEETING – NOVEMBER 16, 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 8:30 a.m. on November 16, 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. Tom Kelley, Mr. Jay Noddle, and Ms. Dana Washington were present.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on November 9, 2017, and in the *Omaha World-Herald* on November 9, 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 October 10, 2017, MECA Board Meeting, seconded by Mr. Noddle.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon reported that he will be leaving tomorrow to represent MECA at the 2017 Gold Goggle Awards in Los Angeles, CA on November 19. The Golden Goggle Awards, presented by the USA Swimming Foundation, is an awards ceremony that not only honors and celebrates the U.S. National Swim Team, it serves as an important fundraiser for the USA Swimming Foundation. The discussions to host the 2020 U.S. Swim Trials at CenturyLink Center Omaha (CLCO) continue to be very positive, and Mr. Dixon hopes to begin talks for 2024 soon.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 124 events on the books, utilizing 241 event days for the fiscal year 2017-2018. Since the October 10, 2017, board meeting, 18 events and over 3,000 hotel room nights have been added. A brand new city-wide has been secured for 2018-2019, with the possibility for 2020-2021. In addition, 15 new license agreements have been signed.

Ms. Denise Niebrugge, along with members from the Hilton Omaha and Omaha Convention and Visitor’s Bureau (OCVB), attended the IMEX America (America’s worldwide exhibition for incentive travel, meetings and events) held at Las Vegas, NV in October. This is one of the largest trade shows in the country. The team was very excited to receive five Request for Proposals (RFP) inquiries on-site, and currently are in the process of bidding on them.

The Women’s Fund of Omaha hosted their annual fund raising event “Lead the Change Annual Celebration” featuring Octavia Spencer here at CLCO. Approximately 1,600 guests attended which is the largest crowd they’ve ever had. The luncheon was a huge success and the client was very excited.

Ms. Niebrugge advised the Board on what an asset Mr. Jim Vokal has been to CLCO and the City of Omaha in assisting with the State Policy Network group, and helping to secure a conference for September of 2020. This convention will bring in 3,300 total room nights. Mr. Vokal has been on site visits, tastings, and been side-by-side with the client. His persistence paid off. Securing this conference would not have been possible without the support of Mr. Vokal.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman reported that the renewal process has begun for TD Ameritrade Park Omaha (TDAPO). MECA has 89 accounts that have come up for renewal, with seven of those non-renewing. Mr. O’Gorman anticipates being back at 100% sold-out status by next Board meeting.

More event on-sales are to be announced to the public very soon. These events will push into March, April and May in regards to MECA’s booking calendar. Chairwoman Duren inquired if 2018 will be a good concert year compared to 2017. Mr. O’Gorman responded that as of now, it looks very good; however, it will depend on having a strong summer again in 2018, and will depend on the artists that are touring during that time.

Operations and Technology Update

Mr. Kevin Raymond also took the opportunity to recognize the full-time, and particularly the part-time staff’s attitude and effort which has been fantastic. They are responsible for events going as smooth as possible and Mr. Raymond believes MECA’s staff is some of the best in the industry.

Security screening has been enhanced this year for the Men’s Creighton Basketball season with the inclusion of wanding at all events. This takes additional staff and training, but Mr. Raymond believes it has been well received and appreciated by guests attending events. Mr. Kelley also commended the courteous and expedient staff doing the wanding. He noted the Creighton Basketball fans need more education as to the process, and perhaps more signage would be helpful as to the location of the express lanes. Mr. Raymond stated that with the announcement of the Clear-bag Policy being implemented on December 31, they are working with marketing and communications to put signs at every entrance, displaying Public Service Announcements (PSA) on the scoreboard, in addition to external communication in order to make fans aware of the new security policies.

The operations department has spent quite a bit of time researching and bidding a lot of projects for this winter, and those will come up for discussion later in the Board meeting.

Public Relations Update

Ms. Kristyna Engdahl stated that in the last month, MECA announced a new Clear-bag Policy coming to CenturyLink Center Omaha on December, 31. In order to give the public plenty of time to prepare, a two part public relations plan was developed. The first was making the initial announcement about two weeks ago, well in advance of the upcoming changes. MECA had great initial coverage, with an article appearing in the *Omaha World Herald*, and on the websites of several local and state, radio and TV stations. WOWT came on-site and conducted an interview with Mr. Dixon for their 6 and 10 o’clock newscasts. Shorter segments were featured on other stations. An announcement was also made on social media. MECA is in the planning phase of a kind of clear bag “campaign” to be launched in the next few weeks – MECA hopes Facebook users will share the information with their “friends” and continue to spread awareness. The public feedback received in all of this has mostly been one of understanding, with the acknowledgement that event safety is a top priority. A second round of press-releases will be circulated as the implementation date gets closer.

There was a significant media presence for Disney on Ice, with multiple days of coverage, including one reporter from KETV who went live on the ice with performers during a morning newscast. Disney was pleased with the coverage.

Committee Updates:

Internal Governance Committee

Ms. Dana Washington reported that the Internal Governance Committee met on Monday, November 8, 2017, at MECA's offices. In attendance were Ms. Washington, Mr. Bob Freeman, Ms. DeAnn Olsen, and Chairwoman Duren.

The Committee reviewed the September 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. The budget was favorable due to the timing of the TDAPO suite payments and two concerts that were held in September, but budgeted for in November and December.

The Committee reviewed and discussed the various insurance policies in place and the coverage available under each. Ms. Olsen will continue to gather information about any additional coverage needed and report back to the Committee.

The Committee then discussed the safety and security measures currently in place to protect MECA patrons and staff in the event of crisis situations.

Finally, the Committee reviewed and approved the new 401(k) Investment Policy, and reviewed and approved modifications to the existing policy for investing available cash.

Real Estate Committee

Mr. Jay Noddle was pleased to report that since the last Board Meeting, comments have been received from the City on the Lot B documents. Mr. Noddle and Mr. Freeman have just begun to review them, but believe negotiations may be concluded by the January Board meeting. Following their review, the City will take the documents to the City Council for review. In the meantime, a closer look is being taken at what the different groups want to see happen underground in the development of Lot D. Mr. Noddle is hopeful that a volunteer consulting firm can be involved to help the City and MECA get a better handle on exactly what needs to happen. Questions remain on how to execute the tunnel system and the drop structures that the City would need to install, and how impact can be minimized not only on MECA's real estate but most of the privately owned real estate along the river corridor.

Mr. Noddle noted that the riverfront revitalization initiative is now in full swing. The consultants and working groups are briefing different community groups, as well as the public, and are coordinating their planning with the Lot B development. More news will be distributed about the plan, and all the different possibilities that could arise as a result of it.

Contract Approvals:

Chairwoman Duren indicated there are nine contracts requiring approval.

MECA

Guardian Dental and Swiss RE

RESOLVED, that the Agreements between MECA and (i) Benefit Administrative Services and Swiss RE for health insurance and (ii) Guardian for dental insurance, as set out on the attached summary, are hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the Agreements following their 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: 5-0

CLCO

Alpha Video and Audio, Inc.

RESOLVED, that the Agreement between MECA and Alpha Video and Audio, Inc., to replace the Box Office Display Signage 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. Kelley.

Motion carried: 5-0

Nebraska Golf and Turf.

RESOLVED, that the Agreement between MECA and Nebraska Golf and Turf to purchase two new Utility Club Car golf carts and four additional tires 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. Kelley seconded by Mr. Noddle.

Motion carried: 5-0

O'Keefe Elevator Company, LLC

RESOLVED, that the Agreement between MECA and O'Keefe Elevator Company to replace seven elevator island ceilings 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. Washington seconded by Ms. Buffett.

Motion carried: 5-0

Synergy Imports

RESOLVED, that the Agreement between MECA and Synergy Imports for production of 10,000 clear tote bags to be used at CenturyLink Center Omaha and TD Ameritrade Park Omaha, as more specifically set out on the attached summary, is hereby approved.

FURTHER RESOLVED, that the President/CEO's execution of the agreement is hereby ratified and approved.

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

Moved by Ms. Buffett seconded by Mr. Kelley.

Motion carried: 5-0

Heartland Chevy Dealers

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Heartland Chevy Dealers, for advertising on 10,000 clear tote bags to be used at CenturyLink Center Omaha, as more specifically set out on the attached summary, is hereby approved.

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

FURTHER RESOLVED, that the President/CEO's execution of the agreement is hereby ratified and approved.

Moved by Mr. Noddle seconded by Ms. Buffett.

Motion carried: 5-0

TDAPPO

ScoreVision

RESOLVED, that the Agreement between MECA and ScoreVision to replace the Team Name Digits on the Scoreboard 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.

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

Moved by Ms. Buffett seconded by Mr. Kelley.

Motion carried: 5-0

Commercial Flooring Systems

RESOLVED, that the Agreement between MECA and Commercial Flooring Systems to remove and dispose of the existing carpet, and supply and install new carpet in all 30 suites on the Suite 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.

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

Moved by Ms. Washington seconded by Mr. Noddle.

Motion carried: 5-0

Netting Professionals

RESOLVED, that the Agreement between MECA and Netting Professionals to replace and extend the backstop netting 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.

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

Moved by Mr. Noddle seconded by Ms. Buffett.

Motion carried: 5-0

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Wednesday, January 17, 2018, at 8:30 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 8:59 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. Buffett seconded by Ms. Washington.

Motion carried: 5-0.

Adjournment

At 9:26 a.m. a motion was made to adjourn, made by Ms. Washington, seconded by Mr. Noddle.

Motion carried: 5-0

Adjournment (9:27 a.m.)