

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – MAY 16, 2019**

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 8:45 a.m. on May 16, 2019, in the MECA Board Room at CHI Health Center Omaha, 455 N. 10th Street, Omaha, Nebraska.

Roll Call:

Present: Chairwoman Diane Duren, Ms. Susie Buffett, Mr. Tom Kelley, Ms. Dana Washington, and Mr. Jay Noddle.

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on May 9, 2019, and in the *Omaha World-Herald* on May 9, 2019.

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 March 21, 2019, MECA Board Meeting, seconded by Ms. Buffett.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon stated that his focus continues to be primarily on the Tri-Park Complex project.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge stated that there are currently 142 events on the books, utilizing 244 event days for the fiscal year 2018-2019. Since the March 21, 2019 Board meeting, 23 events with over 54 event days and over 9,500 hotel room nights have been added. Two of these are new city-wide events coming to Omaha. In addition, 28 license agreements have been signed.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman stated that the MECA campus has been very busy with three sold out concerts that included Pink on May 7, Luke Combs on May 11 and Cher’s Farewell Tour on May 14.

Things are not about to slow down with the start of the Big Ten Baseball Tournament at TD Ameritrade Park (TDAPO) scheduled for May 25 – 26, the June 13 Major League Baseball (MLB) game between the Kansas City Royals and the Detroit Tigers, and the National Collegiate Athletic Association (NCAA) Men’s College World Series beginning on June 15.

The MLB game is currently sold out with standing room only tickets left. Mr. O’Gorman noted that they are working closely with the MLB to determine the allocation for the standing room only tickets.

Tickets for the Big Ten Tournament are selling very well, with sales consistent with the prior year. All session ticket sales seem to be increasing and single day ticket sales should also sell well. If Nebraska plays well this weekend it will increase sales.

Creighton University Men’s baseball team will play this weekend, starting with a three-game series and then they will be out of town to participate in the Big East Tournament.

There are 10-12 renewals for the Club Seats at CHI Health Center Omaha (CHIHCO). Mr. O’Gorman anticipates that they will be back to full capacity in the next two weeks or so. Discussions continue with the NCAA regarding the 2020 Club Seat and Suite renewals at TDAPO.

Finally, the announcement for the December 4 Jonas Brothers concert was made on May 18.

Operations and Technology Update

Mr. Kevin Raymond stated that Operations has also been very busy and recognized the staff’s continued dedication and determination to make every event successful. There have been a few employees who have retired or moved on, which puts more strain on the department. With the job market being so tight it makes it challenging to fill open positions.

Working with the Omaha Police Department, the concrete barriers will be moved today from in front of CHIHCO to TDAPO and Lot B in preparation for baseball.

A few weeks ago, MLB group was on-site for a meeting and tour of TDAPO. During the course of the tour one of the items that was discussed with ESPN, as well as MLB, was the addition of a second camera window in the batter’s side box. The camera is currently located in the lower left-hand corner. A request was made to also have a second camera located in the top center. MECA is in the process of writing a Request for Proposal (RFP) for that work. The change should be completed immediately following the Big Ten Tournament.

Mr. Jay Noddle acknowledged the staff’s great work and agreed the job market is tight in Omaha.

Levy Food & Beverage Update

Ms. Chris VanDorn stated that after the Rotary Lunch today, it will wrap up an extremely busy stretch for Levy with 51 days of food and/or beverage sales activity in the 55 days since the previous Board meeting on March 21. Ten of those days had over-lapping events at TDAPO and CHIHCO. Ms. VanDorn commended and recognized their entire team for their efforts. Many of these stretches are grueling, with back-to-back late nights and early mornings with some aggressive flips in between, with shifts being mostly filled with the same employees. Ms. VanDorn expressed a tremendous amount of gratitude for the commitment and dedication of Levy’s team.

From a financial perspective, Levy just closed April's books last week and reported 87% of revenues were from catering sales. In April, Levy served just over 36,000 meals, either plated, chef's tables or reception-style in the Convention Center.

Ms. VanDorn is looking ahead to the Big Ten Baseball Tournament next week, with the MLB Game following and College World Series not far behind. There will be new food concepts to roll out for Concessions, Club and InSeat. Some of this year's CWS Signature food items will be featured during the Big Ten Tournament. Levy will work with Ms. Engdahl, MECA's Director of Communications, to engage with Social Media opportunities for food items similar to last year's Secret Menu Items (as well as others). Levy will highlight all of the new items again this year at the Media event the week leading up to the start of the Series.

Public Relations Update

Ms. Kristyna Engdahl reported that yesterday was a big day at CHIHCO, as two-time Olympian and Olympic Gold Medal winner Katie Ledecky was welcomed back to Omaha for a day full of media opportunities and promoting ticket sales for the 2020 U.S. Olympic Swim Trials. Ms. Ledecky is believed to be one of, if not the best, female swimmers in history. She made appearances on four local radio stations, followed by a press conference, one-on-one interviews and then featured live on KETV's midday.

Each of MECA's sold-out concerts over the last week have been critically acclaimed. Pink's performance was declared by the *Omaha World Herald* as possibly one of the best pop-shows in recent history.

Two weeks ago, the annual meeting of Berkshire Hathaway Shareholders weekend kept the staff busy with a great deal of local interest in the setup from a facility standpoint. Throughout the weekend the national affiliates from CNBC and Yahoo Business were welcomed back to CHIHCO. Their internet stream of the meeting was seen as far away as China – so once again, there was enormous international interest in this year's event.

Last month we had the chance to see the power of MECA's own social media; in partnership with Cirque du Soleil, a social media scavenger hunt and giveaway was launched. A couple of days before the event, over the lunch hour clues were given leading to a secret location with a total of 80 tickets to give away each day. It was unclear how well something like this would perform, but all of the tickets were given away in less than 45 minutes both days. This fun experiment helped gain some new social media followers along the way, while further building MECA's social media presence.

Ms. Engdahl is in the midst of finalizing TDAPO's communications for the inclement weather plans/procedures for both the MLB game and College World Series.

Lastly, the Omaha Convention and Visitors Bureau (OCVB) hosted the annual Metro Area Tourism Awards last week, which covers Douglas, Sarpy and Pottawattamie counties, including the cities of Omaha and Council Bluffs. Among the 92 total nominees, MECA's own Senior Event Manager, Brittany Thornton, won an award for Outstanding Service in an Attraction. Ms.

Thornton was recognized and celebrated for her integral role in organizing large-scale events such as Berkshire Hathaway Shareholders weekend, and for helping to coordinate the logistics of the U.S. Olympic Swim Trials. The Board of Directors unanimously agreed that it was a recognition she well deserved.

Committee Updates:

Internal Governance Committee

Ms. Dana Washington reported that the Internal Governance Committee met on Friday, May 10, 2019, at MECA's offices. In attendance were Chairwoman Duren, Mr. Bob Freeman, Ms. Washington, Ms. DeAnn Olsen, Mr. Dixon and Mr. Stephen Curtis, City of Omaha Finance Director.

The Committee reviewed the February and March 2019 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 noted that the month of February was the coldest, snowiest February on record in a number of years, and costs for snow removal and heat were elevated that month.

The Committee discussed the riverfront development updates, which were previously reported with updates earlier today. The conceal carry policy was discussed by the Committee, as well as the difficulty in employing casual and seasonal workers.

Chairwoman Duren thanked Ms. DeAnn Olsen, MECA's Chief Financial Officer, for a great job of getting all the new, separate accounts set-up for the TriPark Complex, LLC and for working through those issues to ensure MECA's financials fairly represent and separate the two entities.

Real Estate Committee

Mr. Noddle stated the real estate committee itself has not been active lately. However, there has been interest shown in Lot B. As planned, any interest or questions on Lot B will be directed to the City Planning Department.

There is also a fair amount of growing interest in the Tri-Park project. Interest may have been generated by the article American Airlines magazine published. Although Mr. Noddle was uncertain exactly how the article was funded, the result has been noticed and appreciated.

The Mills Commons project which is north of Cuming Street has gotten organized and is attracting businesses to the area. One of the most notable so far is a company called Flywheel. The employee population is a representative demographic of what can be expected in that area.

South of Cuming Street is the Builders District which will be the new home for Kiewit, which will anchor that area. There is a lot of interest from individuals and businesses about the area. Mr. Noddle anticipates 1-3 more buildings for different uses will be added in the next 12-18 months.

There are a number of people working hard with the City to establish some different, well defined truck routes. The goal is to move trucks easily and safely though the area with modified routes

not creating issues for other projects being developed. This is difficult in an area with a lot of economic development with the newer, bigger projects that involve more people and increase pedestrian traffic. Also, Mr. Noddle noted that he had not heard of any issues adversely impacting the homeless population.

The Chamber of Omaha has organized an effort to study the urban core of the City, which is defined as the Missouri River to 47th Street and from Cuming to Leavenworth Streets. Although it is very early in the process, the idea is to study the core and determine a road map of what the area should look like in 5-20 years. This road map would address the concerns the community might have regarding public safety, roads, circulator, density, and funding for infrastructure.

Lastly, Mr. Noddle noted that the scooters have arrived at the Aksarben Village area. Chairwoman Duren inquired if MECA was prepared for scooter usage during the College World Series. Mr. Raymond stated that by the first part of June the geo-fence will create a no-go zone for this area, and MECA is counting on that being implemented and will be prepared as much as possible.

Election of Officers

Mr. Freeman next presented the following resolution:

WHEREAS, the following slate of officers is proposed to serve for the designated terms.

NOW THEREFORE BE IT RESOLVED, that the following are elected as officers of MECA for the indicated terms and until their successors are duly-elected and qualified:

President/CEO:	Roger Dixon – 1 year	(May 1, 2019-April 30, 2020)
Vice Chair:	Jay Noddle - 1 year	(May 1, 2019-April 30, 2020)
Treasurer:	Tom Kelley - 1 year	(May 1, 2019-April 30, 2020)
Secretary:	Dana Washington - 1 year	(May 1, 2019-April 30, 2020)
Assistant-Secretary:	Bob Freeman – 1 year	(May 1, 2019-April 30, 2020)

[Note: Diane Duren remains Chairwoman for second year of her two-year term.]

Moved by Ms. Buffett, seconded by Ms. Washington.

Motion carried: 5-0

Contract Approvals:

Chairwoman Duren indicated there are two contracts requiring approval.

MECA

Kronos

RESOLVED, that the Agreement between MECA and Kronos to upgrade the current payroll, timekeeping and human resource information system for CHI Health 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.

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

Moved by Mr. Noddle seconded by Mr. Kelley.

Motion carried: 5-0

CHIHCO

TriMark Hockenbergs

RESOLVED, that the Agreement between MECA and TriMark Hockenbergs for the purchase and installation of food service equipment at CHI Health 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 Ms. Buffett.

Motion carried: 5-0

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Tuesday, June 11, 2019, at 8:45 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 9:09 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 Mr. Noddle.

Motion carried: 5-0.

Adjournment

At 9:53 a.m. a motion was made to come out of Executive Session, and to adjourn, made by Mrs. Washington, seconded by Mr. Kelly.

Motion carried: 5-0

Adjournment 9:53 a.m.