

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – NOVEMBER 13, 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 8:48 a.m. on November 13, 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 November 6, 2019, and in the *Omaha World-Herald* on November 6, 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. Buffett moved for approval of the minutes of the October 15, 2019, MECA Board Meeting, seconded by Mr. Kelley.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon stated real estate matters will be discussed in Executive Session.

Recommendations were made to cancel the December MECA Board of Director’s meeting. The Board agreed, and the next meeting will be on January 14th at 8:45 a.m.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported that there are currently 127 events on the books, utilizing 238 event days for the fiscal year 2019-2020. Since the October 15, 2019 Board meeting, 10 events with 13 event days and over 3,600 hotel room nights have been added.

Ms. Niebrugge was excited to announce that Team Omaha was successful in securing a new city-wide convention with the MEA Gas Operations Technical and Leadership Summit in August 2022. This natural gas convention has been hosted in Rochester, MN for the last 5 – 6 years, but will be trying a new location every other year.

Chairwomen Duren noted that the redesigned layout of the Children's Hospital and Medical Center Foundation Gala on Saturday night worked much better than it has in the past. Ms. VanDorn added that less side items were offered this year, which also created more space.

Corporate Sales & Marketing Update

Mr. Tom O'Gorman stated meetings continue with the National Collegiate Athletic Association (NCAA) regarding baseball, basketball and volleyball championships we are hosting.

The NCAA is currently reviewing pricing on Club seats exploring a potential increase at TD Ameritrade Park Omaha (TDAPO). Mr. Dixon noted that cocktails will be available on the Club level now which will be more enticing for sales.

Mr. O'Gorman will be traveling to Pittsburgh, PA in December to begin the site overview for volleyball and to promote sales for the 2020 Volleyball Championship in Omaha. Tickets for this Championship will go on-sale in December.

There are more show announcements to come in the next few days and it looks to be a strong finish to the year.

Operations and Technology Update

Mr. Kevin Raymond reported the completion of multiple projects. The new phone system has been configured and installed, as well as the new system servers and network storage units. The new arena sound system has been installed. It is aesthetically better, and the quality of sound is much improved. Mr. Raymond extended his appreciation to both the IT and A/V staff, as project success was in large part due to their efforts, working around business hours and events.

The new Spalding basketball hoops and court arrived on time for the November 1 Creighton University exhibition basketball game. However, as the court was being assembled, it was discovered that the 3-point line was incorrect (it was set-up for a women's court, not for men). Although the first game was four days later, the manufacturer worked diligently to correct their mistake. The floor was sanded and repainted before the game. A new floor is currently in production and is due to arrive in December.

Levy Food & Beverage Update

Ms. Chris VanDorn was pleased to announce the new equipment for two concession stands is currently operational and allows for increased cooking capacity for new Levy signature items previously not offered. Those new menu items were successful in their new locations at the opening two Men's Creighton basketball games. Levy is able to prepare multiple items at a time, with excellent results and decreasing waste by not having to prepare as many in advance. Ms. VanDorn's team will continue to monitor throughout the season, but the improved quality and speed of service has proven the equipment to be a great addition.

A representative from Saving Grace Food Rescue stopped to visit Ms. VanDorn and thank Levy / MECA for past contributions from CHI Health Center Omaha (CHIHCO) and TDAPO. Since the beginning of the partnership, Saving Grace has been able to grow their fleet from one truck to four, and rescue a total of over 3.4 million pounds of excess perishable food. Based on data provided

by Saving Grace, TDAPO provided over 14,000 meals and CHIHCO provided over 64,000 meals to feed the hungry. While Levy works hard to limit waste whenever possible, Ms. VanDorn is grateful that this organization can get food to people in the community who need it.

Public Relations Update

Ms. Kristyna Engdahl stated a number of concert announcements have been generating plenty of excitement over the last month, including The Black Crowes reunion tour that was recently announced. Late last week, MECA hosted a Facebook giveaway for a pair of Slayer concert tickets, which reached nearly ten-thousand people and increased MECA's Facebook following. The benefit of growing MECA's social media audience is the creation of a larger audience that can be directly marketed to.

As ticket sales for the U.S. Olympic Swim Trials continues, MECA and the Omaha Sports Commission have already started gathering and meeting with volunteers who will help to make this event possible. The kick-off meeting was held at the end of October. Many of the individuals who help to lead these efforts mentioned they've been volunteering every year since the first year the City of Omaha hosted the trials, which also speaks to the community's dedication to this event.

Finally, conversations with the NCAA and CWS of Omaha, Inc. continue regarding social media strategies to make the three organizations, to include TDAPO, have a cohesive and year-round online presence. It's a lengthy process, but an important tool to maintain consistent contact with the customer-base and explore direct marketing opportunities.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Monday, November 11, 2019, at MECA's offices. In attendance were Chairwoman Duren, Mr. Bob Freeman, Mr. Kelley, Ms. Diane Mills, and Mr. Dixon.

The Committee reviewed the September 2019 Financial Statements. After overviews from and discussions with Ms. Mills, the Committee found the report to be reasonable compared to plan and prior periods, and consistent with standard MECA accounting practices.

Lastly, the Committee reviewed the Levy audit reports which were positive.

Real Estate Committee

Mr. Jay Noddle stated there is no new business to report.

Contract Approvals:

Chairwoman Duren indicated there are five contracts requiring Board approval.

MECA

Holmes Murphy

RESOLVED, that the Agreements between MECA and (i) Benefit Administrative Services and American Fidelity for health insurance and (ii) Ameritas 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. Kelley seconded by Ms. Washington.

Motion carried: 5-0

CHIHCO & TDAPO

HDR, Inc.

RESOLVED, that the Agreement between MECA and HDR, Inc. to provide the final designs for the vehicle security barriers for the MECA campus and access routes along main thoroughfares, 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

CHIHCO

Douglas Equipment

RESOLVED, that the Agreement between MECA and Douglas Equipment to purchase and install four steamers for the concession stands at CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO is authorized 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: 5-0

TriMark Hockenbergs

RESOLVED, that the Agreement between MECA and TriMark Hockenbergs to remove the existing smoker and then provide and install a new smoker in CHI Health Center Omaha, as more fully described on the attached summary, is hereby approved, and Roger Dixon as President/CEO

is authorized 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

TDAPO

Commercial Flooring Systems, Inc.

RESOLVED, that the Agreement between MECA and Commercial Flooring Systems, Inc. to remove and replace carpeting in the press 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 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

Next Board Meeting

The next MECA Board of Directors Meeting is scheduled for Tuesday, January 14, 2020, at 8:45 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 9:06 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: 5-0.

Adjournment

At 9:50 a.m. a motion was made to come out of Executive Session, and to adjourn, made by Ms. Buffett, seconded by Ms. Washington.

Motion carried: 5-0

Adjournment 9:50 a.m.