

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION  
AUTHORITY BOARD OF DIRECTORS MEETING – APRIL 13, 2022**

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 9:14 a.m. on April 13, 2022.

**Roll Call:**

Present or participating via teleconference were: Chairwoman Diane Duren, Ms. Susie Buffett, Mr. Ben Gray, Mr. Tom Kelley, and Mr. Jay Noddle.

As a reminder, during the continuing pandemic, both the City and State had waived applicability of the ‘public meeting’ requirements that would otherwise apply, and therefore all Board members who were attending the meeting by telephone were eligible to participate.

**Proof of Publication:**

Notice of the meeting was published in *The Daily Record* on April 6, 2022, and in the *Omaha World-Herald* on April 6, 2022.

**Approval of Minutes:**

Ms. Buffett moved for approval of the minutes of the March 21, 2022, MECA Board Meeting, seconded by Mr. Gray.

Motion carried: 5-0.

**President/CEO Report:**

Mr. Roger Dixon stated that since the last Board meeting on March 21, the convention center, arena and stadium have hosted two consumer shows, a dance competition, three city-wide conventions, eight Creighton Men’s baseballs games and three concerts (Bon Jovi, Kid Rock and Santana). Events are returning with capacity crowds amid part-time and seasonal staffing shortages.

**Other Business:**

**Convention Center Sales & Marketing Update**

Ms. Denise Niebrugge reported that there are currently 113 events on the books, utilizing 193 event days for the current fiscal year. Since the March 21, Board meeting, 10 events with 15 event days and over 675 hotel room nights have been added in the next five years. In addition, 10 license contracts have been signed.

**Corporate Sales & Marketing Update**

Mr. Tom O’Gorman recognized the hard work of staff in completing a seamless transition for the back-to-back Kid Rock and Santana concerts. Mr. O’Gorman received a telephone call from the president at Midwest Live Nation giving high praises and stating that the building was so clean on Saturday that they couldn’t even tell there had been a concert the night before.

Stagehands have been great to work with in Omaha, which have provided additional opportunities for bookings for concerts. MECA will have more concert announcements in the coming weeks.

There are 138 Club Seats available at Charles Schwab Field Omaha (CSFO) and a marketing plan is being developed to bring occupancy back to 100%.

### **Operations & IT Update**

Mr. Kevin Raymond recognized the hard work and dedication of staff as events continue to be busy in the arena, convention center and stadium.

MECA will partner with The RiverFront to host a job fair on April 27. Information on the event will be distributed through local media, social media and on Internet job sites.

Projects on campus are progressing as expected. Fabrication of the CSFO exterior signage is on target to be installed by the end of April. There is an approval going before the Board of Directors today for maps and wayfinding signs for CSFO. The security bollards being installed at CSFO are on schedule to be completed in May ahead of the Big Ten Tournament. Phase two of the bollard installation will begin in July at CHIHCO, in coordination with Union Pacific Railroad's remediation in Lot B, along with the City's concrete repair work. Lastly, work is being done to create IT connectivity with CHIHCO and the Greenhouse (The RiverFront).

Mr. Noddle inquired when Union Pacific will start remediation. Mr. Raymond indicated it will begin on July 11. Mr. Dixon added that Union Pacific has been notified that redevelopment of Lot B could be sooner rather than later.

### **Levy Food & Beverage Update**

Ms. Chris VanDorn stated that since the last Board meeting on March 21, Levy has hosted 20 food and beverage events over 31 event days, serving over 50k guests in the arena and over 30k guests in the convention center. Merchandise sales continue to rise. Bon Jovi's sales were nearly three times the amount from his previous show and Kid Rock's sales nearly doubled from 2019.

March's total building revenues at CHIHCO actualized at 15% over budget with a flow through of 110%. Year-to-date sales through March are 11% over budget with a year-to-date flow through of 97%. At the stadium, March actualized at 17% over budget in sales. Sales last month represented 33% increase over March sales in 2019.

Levy continues to experience supply chain shortages in nearly every aspect of business. A team was assembled that is dedicated to watching the market in an attempt to stay ahead of inventory needs.

Levy's culinary team is currently working on developing the right combination of signature items to offer for this year's Men's College World Series. A few of these items will make guest appearances for the Big Ten Tournament. Ms. Engdahl noted that there have already been inquiries made by the media wondering if CSFO would host a tasting of the signature items as in previous years.

## **Public Relations Update**

Ms. Kristyna Engdahl stated that there has been a lot of information to share with concert announcements and their media availabilities, along with plenty of activity over in the convention center. There was a total of seven photographers on site for Santana on Saturday and weekend live shots on KETV at World of Wheels earlier this month. Media has been on site to cover the Chamber's YP Summit, and they will most likely be back for Jurassic Quest coming up this weekend.

With the Men's College World Series quickly approaching, MECA is working with appropriate partners to secure routine communications calls in advance of the event. While there won't be some of the nuances of 2021, there are still some ongoing adjustments to keep in front of fans – such as seated GA. There are also new staff members from every team that will need to be on-boarded.

In the coming weeks work will be done to support job fair outreach through both traditional and social media platforms. The fact that MECA is hiring for the CHI Health Center, Charles Schwab Field and The RiverFront is sure to be of interest.

## **Committee Updates:**

### **Internal Governance Committee**

Mr. Tom Kelley reported that the Internal Governance Committee met on Thursday, April 7, 2022, at MECA's offices. In attendance were Chairwoman Duren, Mr. Bob Freeman, Mr. Tom Kelley, Mr. Roger Dixon, and Ms. Diane Mills.

The Committee reviewed the February 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.

### **Real Estate Committee**

Mr. Jay Noddle stated that both the Metro Transit and City Council have approved the Omaha Streetcar Authority Interlocal Agreement. In the next two weeks, these entities will be tasked in appointing board members.

The City of Omaha has retained a group called MuniCap, underwriting specialists, for the validation of TIFF bonds, intended to be offered by the City with no City guarantee. It will be important to have an opinion included in the bond offering.

Mr. Noddle noted there have been several recent approvals by City Council, including the Housing and Mobility Redevelopment Plan, essentially creating the Urban Core District (about 7 blocks wide running from the Missouri River to 42<sup>nd</sup> Street).

The City will begin working with designers on the 30% drawings for the streetcars. Discussions will include the coordination of drop off sites, bollard and utility line locations, and the "Baby Bob" Pedestrian Bridge. The meeting will be scheduled before the next Board meeting and Mr. Raymond and Ms. Bassett will be asked to attend.

**Election of Officers:**

**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:

Chairperson:	Diane Duren - 2 years	(May 1, 2022-April 30, 2024)
President/CEO:	Roger Dixon – 1 year	(May 1, 2022-April 30, 2023)
Vice Chair:	Jay Noddle - 1 year	(May 1, 2022-April 30, 2023)
Treasurer:	Tom Kelley - 1 year	(May 1, 2022-April 30, 2023)
Secretary:	Ben Gray - 1 year	(May 1, 2022-April 30, 2023)
Assistant-Secretary:	Bob Freeman – 1 year	(May 1, 2022-April 30, 2023)

Moved by Ms. Buffett, seconded by Mr. Gray.

Motion carried: 5-0

**Contract Approvals:**

Chairwoman Duren indicated there are two contracts requiring Board approval.

**Omaha Neon Sign Company**

**RESOLVED**, that the Agreement between MECA and Omaha Neon Sign Company to manufacture and install four main identifier concession stand signs and relocate two exiting ancillary signs in the upper bowl of the arena 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. Gray seconded by Mr. Noddle.

Motion carried: 5-0

**Renze Display Company**

**RESOLVED**, that the Agreement between MECA and Renze Display Company to manufacture various decals and signs for installation at Charles Schwab Field 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 Board of Directors Meeting is scheduled for Thursday, May 19, 2022, at 1:15 p.m. in the MECA Board Room.

**Executive Session**

Chairwoman Duren stated the time is 9:37 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 Mr. Gray.

Motion carried: 5-0.

**Adjournment**

At 10:04 a.m. a motion was made to come out of Executive Session, and to adjourn, made by Mr. Gray, seconded by Mr. Noddle.

Motion carried: 5-0

Adjournment 10:04 a.m.