

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – SEPTEMBER 12, 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 1:14 p.m. on September 12, 2022.

Roll Call:

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

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 September 5, 2022, and in the *Omaha World-Herald* on September 5, 2022.

Approval of Minutes:

Mr. Kelley moved for approval of the minutes of the July 13, 2022, MECA Board Meeting, seconded by Mr. Gray.

Motion carried: 4-0.

President/CEO Report:

Mr. Roger Dixon deferred his report to executive session.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported that there are currently 108 events on the books, utilizing 233 event days for the current fiscal year. Since the July 13 Board meeting, nine events with 21 event days and over 11,000 hotel room nights have been added in the next five years. In addition, 21 license contracts have been signed.

‘Team Omaha’ consisting of Cathy Keller, Jen Swanson, Holli Vesely, Deb Ward, Matt Heck, Mattie Scheeter and Kristina Cox from the Omaha Convention & Visitors Bureau (OCVB), along with Theresa Contreras and Ms. Niebrugge from MECA, recently attended the ASAE Annual Meeting and Exposition in Nashville, TN. The team’s booth took first place in Best of Show, boasting the slogan “If you like our booth, you’ll love our city.” A total of 558 attendees visited the booth to learn about opportunities in Omaha.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman announced that Creighton University has finalized their game schedule for the men’s basketball season.

The CHI Health Center Omaha (CHIHCO) arena will once again be utilized for the assembly and testing of a Macy’s Day balloon in preparation for the 2022 Macy’s Thanksgiving Day Parade, which will take place on Thursday, November 24 in New York City.

Since the last Board meeting on July 13, MECA has announced Kane Brown, Dave Matthews Band, Monster Jam, and Disney on Ice. There will be a few more concerts announced before the end of the year.

MECA, in collaboration with the Omaha Sports Commission (OSC), is working to finalize a bid for the 2024 U.S. Olympic Team Trials – Men’s and Women’s Artistic Gymnastics, 2024 USA Gymnastics Championships, and USA Gymnastics National Congress & Trade Show.

Negotiations have begun with Bottling Group, LLC, d/b/a The Pepsi Bottling Group as their agreement is due to expire at the end of the year.

All suites at CHIHCO and Charles Schwab Field Omaha (CSFO) are sold out. Renewal for club seats at CSFO will begin September through December. Only a few club seats remain available at CHIHCO.

Operations & IT Update

Mr. Kevin Raymond stated that the months of July and August have been particularly busy with very few days without events. Staffing continues to be a challenge, but more event staff were hired at the job fair on August 30. MECA is continually advertising open positions on Indeed’s website.

Quite a bit of time has been spent on projects with 21 Requests for Proposal (RFPs) released, and five service agreements renewed. Some issues were encountered with the installation of the bollards in front of CHIHCO as an unmarked communication line was discovered, along with a few areas of contaminated soil. These issues have been resolved and the project is on track to be completed by the end of October.

Charles Schwab realized at the Men’s College World Series this year that the gray letters with a gray background did not stand out very well and are switching them to white. Manufacturing has begun and it should be installed by November.

Mr. Freeman inquired as to how it was known that the soil was contaminated. Mr. Raymond responded that Kiewit anticipates contamination in certain work areas and takes soil samples to be tested. In this case you could also smell the diesel fuel.

Levy Food & Beverage Update

Ms. Chris VanDorn echoed that July and August were uncharacteristically busy in the arena and convention center, along with a few large private events at the stadium. August’s month end financials set a record for the highest revenues earned in the month of August. Sales represented a 43% increase over the next highest August revenues in 2017. In addition, Levy achieved a

flowthrough of 77.8% compared to budget. It was also announced last week that the Creighton and Nebraska women's volleyball match on Wednesday, September 7, broke the National Collegiate Athletic Association's (NCAA) regular season record for attendance. Revenues for that game were double that of the previous year and represent a 40% increase over 2018 (year of previous held record) revenues. The combination of July, August and projected September revenues puts Levy on track to have one of the best quarters of the fiscal year.

Levy is currently working on a couple of projects throughout the building and with the home office on arena season planning. This ensures all corporate programming and core items are updated for the start of the Creighton University's Men's Basketball season.

Public Relations Update

Ms. Kristyna Engdahl stated concert announcements have once again kept MECA in the news, with major shows like Kane Brown and Dave Matthews Band announcing Omaha dates, and widespread coverage of Greta Van Fleet, the Lumineers and Machine Gun Kelly generating some headlines. Post Malone's tour opener even brought reporters from MTV along with some other publications.

The latest media monitoring efforts caught 723 mentions of the arena and convention center, with about 300 of those occurring in Nebraska – the rest from out of state, reaching about 190 million people for a publicity value of approximately \$1.8 million. MECA had pickup in *Yahoo! News* this summer, along with *Sports Illustrated* online (in discussion of the non-conference basketball schedule) and even the *Miami Herald* in relation to the Shawn Mendes concert cancellation.

CHIHCO once again broke an NCAA Volleyball attendance record last week. The standing record was 14,022 fans, which was also set at this arena. The Bluejays and Huskers match this year brought in 15,797 fans, blowing the previous record out of the water. This parlayed into additional stories, particularly in the *Omaha World-Herald*, regaling some of the many, record-making sports events held in Omaha.

Lastly, MECA worked to earn advanced coverage of the latest seasonal job fair, with multiple stories on KETV, in the *Omaha World-Herald* and radio interviews on KAT-103, who is always a great media partner for MECA. MECA continues to promote growing the team, but also appreciates the existing team of hardworking and long-loyal event staffers.

Chairwoman Duren asked where Machine Gun Kelly's bus was parked when it was vandalized in Omaha. Ms. Engdahl responded that it was parked in a highly visible area near the Farnam Hotel.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met telephonically on Thursday, September 8, 2022. In attendance were Mr. Bob Freeman, Mr. Tom Kelley, Mr. Roger Dixon, Ms. Diane Mills, and Mr. Stephen Curtiss, City of Omaha Finance Director.

The Committee reviewed the Fiscal Year-end Financial Statements, which were strong even though a good part of the year suffered some impact from COVID 19. 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.

The Committee discussed the Men's College World Series (MCWS) Waterfall which was positive for all parties involved.

Real Estate Committee

No Real Estate Committee update.

Contract Approvals:

Chairwoman Duren indicated there are eleven contracts requiring Board approval.

AmpThink, LLC

RESOLVED, that the Agreement between MECA and AmpThink, LLC to provide Cisco Support, Maintenance and Licensing for core networking equipment at CHI Health Center Omaha and 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.

Moved by Mr. Kelley seconded by Mr. Gray.

Motion carried: 4-0

Strong Technical Services

RESOLVED, that the Agreement between MECA and Strong Technical Services for the purchase and installation of meeting room digital signage 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 Mr. Gray.

Motion carried: 4-0

Strong Technical Services

RESOLVED, that the Agreement between MECA and Strong Technical Services for the purchase and installation of arena concourse displays 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. Kelley.

Motion carried: 4-0

Mulhall's.

RESOLVED, that the Agreement between MECA and Mulhall's for the replacement of trees in Parking Lot A 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.

Moved by Mr. Kelley seconded by Mr. Gray.

Motion carried: 4-0

StageRight

RESOLVED, that the Agreement between MECA and StageRight for the purchase of risers and stage decks for use 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. Kelley.

Motion carried: 4-0

Doll Construction

RESOLVED, that the Agreement between MECA and Doll Construction for the removal, disposal and installation of concrete 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 Mr. Gray.

Motion carried: 4-0

Security Equipment Inc.

RESOLVED, that the Agreement between MECA and Security Equipment Inc. for the purchase and installation of exterior surveillance cameras 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.

Moved by Mr. Gray seconded by Mr. Kelley.

Motion carried: 4-0

MityLite, Inc.

RESOLVED, that the Agreement between MECA and MityLite, Inc. for the purchase of tables and carts for use 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 Mr. Gray.

Motion carried: 4-0

Limitless Male

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Limitless Male for advertising 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 this 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. Gray.

Motion carried: 4-0

AmpThink LLC

RESOLVED, that the Agreement between MECA and AmpThink LLC for the purchase of Cisco switches, wireless controllers and wireless access points for 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.

Moved by Mr. Gray seconded by Mr. Kelley.

Motion carried: 4-0

Omaha Neon Sign

RESOLVED, that the Agreement between MECA and Omaha Neon Sign to manufacture and install letter faces on existing exterior illuminated building signs at Charles Schwab Field Omaha, as more fully described 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 Mr. Kelley seconded by Mr. Gray.

Motion carried: 4-0

Next Board Meeting

The next Board of Directors Meeting is scheduled for Monday, September 12, 2022, at 9:15 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 1:38 p.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. Kelley, seconded by Mr. Gray.

Motion carried: 4-0.

Adjournment

At 2:17 p.m. a motion was made to come out of Executive Session, and to adjourn, made by Mr. Gray, seconded by Mr. Kelley.

Motion carried: 4-0

Adjournment 2:17 p.m.