

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – OCTOBER 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 9:11 a.m. on Wednesday, October 12, 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 October 5, 2022, and in the *Omaha World-Herald* on October 5, 2022.

Approval of Minutes:

Mr. Gray moved for approval of the minutes of the September 12, 2022, MECA Board Meeting, seconded by Mr. Noddle.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon reported that the annual partners fall meeting between MECA, the National Collegiate Athletic Association (NCAA), CWS, Inc. and the City of Omaha was held in September. Kathryn Morrisey, Executive Director of CWS, Inc., retired later that week and Amy Hornocker was welcomed in as the new Executive Director. Ms. Hornocker had been serving as marketing and community programs manager at CWS, Inc. since 2017. Before joining CWS, Inc., she served as Events Director for the Omaha Sports Commission for ten years.

Creighton University’s 10-year basketball lease is set to expire this year. Lease renewal negotiations have begun with Creighton’s Athletic Director, Marcus Blossom; MECA has received notice from Creighton’s legal department of their intention to extend the lease for a term longer than five years. Mr. Blossom has a lot of new ideas for the program and the Board will be kept apprised of the progress.

Other Business:

Convention Center Sales & Marketing Update

No convention center sales and marketing report.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman stated everything is on track for the 2022 NCAA Division I Women’s Volleyball Championship, and a site visit is scheduled for later today. The national semifinal will take place on December 15, and the national championship match will follow on December 17.

Mr. O’Gorman and Mr. Dixon attended the VenuesNow Conference (VNC) which was held in Austin, TX from October 5-7. Since its 2017 launch, VNC has drawn a lot of industry professionals, making for three days of educational programming and networking opportunities. From there, Mr. O’Gorman traveled to Nashville, TN to attend the International Entertainment Buyers Association (IEBA) Convention from October 8-10. IEBA’s Annual Conference provides networking opportunities and professional development to its members. It was a productive trip. A hip hop show will also be announced soon.

Operations & IT Update

Mr. Kevin Raymond stated that last month’s break in large events provided an opportunity to focus on projects that were primarily approved last month.

Concrete repair has begun, and trees will be arriving at the end of October for installation in Lot A.

Newly installed meeting room displays will be integrated with Ungerboeck so that information on breakouts and meetings will be directly displayed outside the meeting room itself.

The security bollards being installed at CHI Health Center Omaha (CHIHCO) continue to progress on schedule.

Charles Schwab realized at the Men’s College World Series this year that the gray signage letters with a gray background did not stand out. Therefore some letters will now be white. Production is nearly finished, and completion is anticipated by the first of November.

Practice began this week for Creighton University’s men’s basketball team. There were some slight modifications made on the east side of the court for seating. The concourse is being waxed and electrical testing performed in the suites in preparation of the upcoming basketball season.

Levy Food & Beverage Update

Ms. Chris VanDorn reported another busy month, especially in the convention center at CHIHCO. Sales in September were up 15% to budget and almost 90% over September sales from the previous year. It’s the second highest revenue amount for September in the building. Levy generated a flow-through of 76% to budget for the month. Having wrapped up September, sales for the first quarter at CHIHCO are up 185% from the first quarter year of fiscal 2022. Levy generated a 71.8% flow through to budget for the quarter. Also, Post Malone (one of the large events for September) saw a 20% increase of net revenues from the last time he was at this facility.

Levy continues to work on other projects throughout the building in preparation for Creighton University’s Men’s Basketball season and the upcoming year. New layouts for concessions are

being designed for several locations on the concourse. Levy is working to finalize menus in all areas with the re-introduction of a few signature items added for some variety.

In conjunction with Levy's corporate office, several initiatives are being focused on in support of company business objectives surrounding people, performance, and purpose. It will include engagement, well-being, and training/development of all Levy's team, as well as focus on best practices, safety, sanitation and continued sustainability solutions around the building.

Public Relations Update

Ms. Kristyna Engdahl stated the River City Rodeo brought media to the arena in late September, with early morning live-shots from local affiliates and updates from trade publications reaching a vast audience about this year's event. There was even a video production team on site working on a documentary about one of the barrel racing participants.

Media and program materials are being finalized for the NCAA Division I Women's Volleyball Championship coming to CHIHCO in December.

Back in August, media monitoring efforts caught over 1,200 mentions reaching approximately 803 million people through a variety of stories and publications: that's a total publicity value of \$7.4 million. A couple of items contributed to a landmark month with pickup in Yahoo! News, BuzzFeed, Variety, Billboard and TMZ with stories about Machine Gun Kelly's bus vandalism. But other stories about Post Malone's tour launch and the local announcement of Disney on Ice provided some more wholesome coverage, too.

Chairwoman Duren inquired about the attendance for the River City Rodeo. Mr. Dixon responded that attendance was down from the previous year.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met telephonically on Monday, October 3, 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 August Financial Statements, which were in order. 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 insurance coverage and premiums, noting increases seem to be across the board and normal for event centers.

Finally, the Committee reviewed the capital expenditure plans and schedule, as well as a draft of the MECA Tri-Park Complex, LLC audit report.

Real Estate Committee

Mr. Jay Noddle reported new projects are breaking ground and advancing in the downtown Omaha area.

Some projects may impact availability of parking for MECA events, including at the Builders District which will occupy four blocks that are currently used for public parking.

The truck route is still being solidified. City Council approval is expected early next year which will allow for design and bidding to begin.

There has been a lot of activity taking place with the streetcar project. Going forward, MECA representative Ms. Katie Bassett, will be included in participation for both weekly and monthly meetings. There are a few higher-level update discussions planned for later this month, which Board members may be included in, with a series of meetings scheduled to provide updates. While the Streetcar Authority has unanimously approved a recommended route, nothing has been designed. Work has just begun with HDR to determine logistics. The preferred location of the vehicle maintenance facility remains somewhere on the MECA campus. Mr. Noddle feels MECA will be pleased with the final recommendations, which will be determined in the next few months

Contract Approvals:

Chairwoman Duren indicated there are four contracts requiring Board approval.

AON Risk Services

RESOLVED, that the contracts for purchase by MECA of insurance from the indicated carriers for the indicated coverages and premiums, as generally set out on the attached summary, are hereby approved, and Roger Dixon as President/CEO is authorized on behalf of MECA to execute the contracts for these coverages 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 Mr. Gray.

Motion carried: 5-0

Helm Mechanical

RESOLVED, that the Agreement between MECA and Helm Mechanical to provide labor, equipment and materials for drainage pipe replacement 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

Patriot Nation

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Patriot Nation 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. Noddle seconded by Mr. Kelley.

Motion carried: 5-0

Alpha Video and Audio, Inc.

RESOLVED, that the Agreement between MECA and Alpha Video and Audio, Inc. for the purchase, installation and commissioning of a Ross Xpression System 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

Next Board Meeting

The next Board of Directors Meeting is scheduled for Monday, November 14, 2022, at 1:15 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 9:38 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 Mr. Gray, seconded by Mr. Noddle.

Motion carried: 5-0.

Adjournment

At 10:36 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 10:36 a.m.