

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – MARCH 16, 2023**

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, March 16, 2023.

Roll Call:

Present were: Chairwoman Diane Duren, 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 March 9, 2023, and in the *Omaha World-Herald* on March 9, 2023.

Approval of Minutes:

Mr. Gray moved for approval of the minutes of the February 15, 2023, MECA Board Meeting, seconded by Mr. Kelley.

Motion carried: 4-0.

President/CEO Report:

Mr. Roger Dixon stated that the Grand Hall has been repaired, and more extensive repair work will occur in July. Creighton Men’s Basketball season has been concluded at CHI Health Center Omaha (CHIHCO), and focus has shifted to Creighton baseball at Charles Schwab Field Omaha (CSFO).

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported that there are currently 126 events on the books, utilizing 254 event days for the current fiscal year. Since the February 15 Board meeting, 11 events with 16 event days and over 1,800 hotel room nights have been added. In addition, 14 license contracts have been signed.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman stated renewals are nearly complete at Charles Schwab Field Omaha. There are about 28 club seats up for renewal at CHI Health Center Omaha, and currently all suites have renewed.

There is one Request for Proposal (RFP) out for a soda distributor.

Booking for new events has pushed into September and October. It looks to be a solid line-up for 2023.

Operations & IT Update

Mr. Kevin Raymond stated the Grand Hall has been temporarily patched/painted and will receive a complete renovation in June. An HVAC inspection was completed, no concerns were noted. Disney on Ice went on without any issues after earlier problems were identified and corrected. A sealant will be introduced into the system to seal any pin holes or hairline fractures.

Upstairs in the convention center a few areas along the roof line have been identified as leading causes of the pipes freezing. Those areas will be insulated and drywalled to ensure against future issues.

Creighton Men's Baseball began last week, the month of March typically incurs cancellations and reschedules due to the weather and this year is no exception. The majority of the Stadium has been de-winterized.

MECA continues to coordinate with OPPD and MUD for the construction on MECA Drive as all utilities need to be removed before May 1. Two lanes must be kept open in order to accommodate event traffic. The City of Omaha will take over on May 10 to begin the Bob Kerrey Pedestrian Bridge expansion, commonly referred to as the "Baby Bob".

Levy Food & Beverage Update

Ms. Chris VanDorn reported that February continued the trend of strong financial results. Another record was set for the highest sales for the month, surpassing the highest single month revenues ever generated at CHIHCO, beating out the recent record set from December 2022 and the previous record from February 2014.

There were some significant revenues in the last couple of months with the growth of several convention center events as well as strong attendance and per caps for Creighton Men's Basketball and the NSAA State Wrestling Tournament. Levy also exceeded the February budget by 65% and exceeded year-to-date budgeted sales by 36%. The flow through of additional revenues to the bottom line is 78% year-to-date through the end of February.

The ballpark opened last night and was the first event held using the new Point-of-Sale (POS) system. A team from MyVenue was on site for event monitoring and assistance for any potential issues. No issues were reported. The rollout went well from start to finish; the terminals were easy to use and more importantly there is nothing from a functionality standpoint for guests to learn in order to complete a transaction. Ms. VanDorn is excited for the technology enhancements the new system provides, especially for speed of service. The installation should be complete at CHIHCO in April ahead of the FEI World Cup.

Mr. Noddle inquired if the change to a cashless environment has led to an increase in sales. Ms. VanDorn responded that yes, it has, and Levy's E-15 Analytics Department has compiled data and provided reports to support cashless venues.

Public Relations Update

Mr. Dixon reported in Ms. Kristyna Engdahl's absence, stating that between concert announcements and exhibition coverage, January's media monitoring efforts for CHI Health Center Omaha caught 607 mentions, reaching 1.1 billion people, which is a total publicity value of \$10.2 million.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Wednesday, March 15, 2023. In attendance were Ms. Diane Duren, Mr. Tom Kelley, Mr. Roger Dixon, and Ms. Diane Mills.

The Committee reviewed the January 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.

Real Estate Committee

Mr. Jay Noddle provided an update on projects in the downtown area, noting that inquiries about potential development on Lot B have increased.

The Streetcar Authority is very busy, and Mr. Noddle will provide a series of updates to the Board of Directors, expecting a proposal to be presented next month on the vehicle maintenance facility.

Last week, the Streetcar authority hosted an open house with good attendance. The main topics of interest included the location of the stops and what percentage of the route would be off-wire. Although a generic example of a stop shelter was provided, the actual architecture would be location appropriate.

Contract Approvals:

Chairwoman Duren indicated there are four contracts requiring Board approval.

Omaha Creative Group

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Omaha Creative Group, Inc. 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. Gray seconded by Mr. Kelley.

Motion carried: 4-0

Quality Brands Distribution, LLC

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Quality Brands Distribution, LLC 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. Gray seconded by Mr. Noddle.

Motion carried: 4-0

OS SalesCo, Inc. d/b/a/ Omaha Steaks

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and OS SalesCo, Inc. d/b/a Omaha Steaks for advertising, 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. Gray seconded by Mr. Noddle.

Motion carried: 4-0

Alpha Video and Audio, Inc.

RESOLVED, that the Agreement between MECA and Alpha Video and Audio, Inc. for the purchase of a Clearcom Wireless Com System 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.

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

Moved by Mr. Noddle seconded by Mr. Gray.

Motion carried: 4-0

Next Board Meeting

The next Board of Directors Meeting is scheduled for Wednesday, April 12, 2023, at 1:15 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 9:36 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. Noddle, seconded by Mr. Gray.

Motion carried: 4-0.

Adjournment

At 10:21 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: 4-0

Adjournment 10:21 a.m.