

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – JUNE 7, 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 9:10 a.m. on Wednesday, June 7, 2023.

Roll Call:

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

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on May 31, 2023, and in the *Omaha World-Herald* on May 31, 2023.

Approval of Minutes:

Ms. Buffett moved for approval of the minutes of the May 16, 2023, MECA Board Meeting, seconded by Mr. Gray.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon stated that discussions continue to redesign a portion of the former Creighton University locker room into a courtside lounge. Initially it was to be a private club, but the square footage was not conducive. It is estimated to be completed by February and will serve guests for both concerts and Creighton’s basketball games.

In an agreement with Creighton University and the CHI Health Center, new signage will be installed on the north exterior wall of the convention center. The letters will be slightly smaller than CHI Health’s branding and should be completed before the beginning of basketball season.

LB727, also known as the Turnback Tax, has been passed and signed by Nebraska’s Governor Jim Pillen. The Board discussed the parameters as it relates to CHI Health Center Omaha (CHIHCO) and the businesses that most likely fall into the specified area.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported that there are currently 127 events on the books, utilizing 255 event days for the current fiscal year. Since the May 16 Board meeting, 7 events with 12 event days and over 1,800 hotel room nights have been added. In addition, 6 license contracts have been signed.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman stated that since the May 16 Board meeting, the CHIHCO arena featured a sold-out show for Thomas Rhett, followed the next evening by another sold-out event for Lizzo; Brooks & Dunn, Matchbox Twenty and a Night to Remember Tyrese & Trey Songz, also occurred in early June.

Charles Schwab Field Omaha (CSFO) hosted a successful 2023 B1G Baseball Tournament where Mr. O’Gorman and Mr. Dixon had an opportunity to discuss a future contract renewal with the new Big 10 Commissioner, Tony Petitti. Currently 2024 is the last year of the current contract.

There are a total of 74 club seats (28 singles, 4 sets of 3, 2 sets of 5, 2 sets of 7 and 1 set of 10) that did not renew at CSFO. Although they are located in full sun, Mr. O’Gorman believes they can be sold daily at the NCAA Men’s College World Series (MCWS) at a price point that will match back on revenue.

Finally, there is one last sponsorship agreement awaiting signatures. Once signed, CHIHCO will be back to 100% capacity.

Operations & IT Update

Mr. Kevin Raymond stated the B1G Baseball Tournament had great weather and was well attended. This event helps get staff acclimated and prepared for the upcoming MCWS.

The move in for MCWS will begin on Sunday, with staff starting to arrive on Monday. MCWS opening ceremonies are located off-site this year but practice sessions will still be hosted for the teams at CSFO.

Based on prior Board approvals, several projects will be completed at CHIHCO while the focus has shifted to the stadium. The convention center will have new carpeting installed, final permanent repairs will be made to the Grand Hall from the flooding last winter, and new cabling and security cameras will all be installed.

There have been no new meeting updates for the Bob Kerrey Pedestrian Bridge expansion, commonly referred to as the “Baby Bob”. Construction is estimated to begin in October.

Levy Food & Beverage Update

Ms. Chris VanDorn reported that since the May 16 Board meeting, Levy has provided food or beverage service in one or both buildings on 19 of the last 22 days. The B1G Baseball Tournament was successful as it relates to food, beverage and merchandise sales. The May 2023 food and beverage revenues at the ballpark actualized at a 220% increase over May 2022. There was also a 45% increase in merchandise sales; however, it was limited due to products being unable to be replenished. The increase in sales were primarily due to the favorable weather, as well as the Iowa and Nebraska teams advancing throughout the week. Levy also set a record for the highest revenues for the month of May since the stadium opened.

May was busy as well at CHIHCO with Berkshire Hathaway's Annual Shareholder Meeting, several large conferences, and the Thomas Rhett and Lizzo sold-out concerts contributing to revenues that represented a 275% increase over revenues in May 2022.

Levy has been in conversations with Coca-Cola as a follow-up to Mr. Noddle's question last month regarding sustainability efforts and the possibility of transitioning over to water in *aluminum* bottles instead of plastic. It is understood that the product is in the works, but a timeline is undefined. Coca-Cola estimates it could be months to a year before it's available in this market. As expected, the cost would be significantly higher, nearly double the cost of what is being charged now for a bottle of water. Levy will wait to be updated by Coca-Cola while maintaining other sustainability efforts. Mr. Dixon noted that CHIHCO is looking at installing water filling stations inside the arena similar to what is done at CSFO. This will allow guests to bring in one empty clear plastic container for use at the stations. Mr. Noddle added that he has seen sponsors giving away branded cups at a Miami venue and wondered if MECA had considered doing the same. Ms. VanDorn responded that CHIHCO has done this when it was sponsored by the event.

Chairwoman Duren inquired about the date for the menu testing for MCWS. Ms. VanDorn stated that the press conference, followed by the menu tasting, is scheduled for Wednesday, June 14. There will be some fun new menu items as well as fan favorites back for the tasting.

Public Relations Update

Ms. Kristyna Engdahl reported that last month MECA enjoyed advanced coverage of the Big Ten Tournament from WOWT and the Omaha World-Herald.

Next week, Charles Schwab Field Omaha will once again host the annual Men's College World Series press conference, the day before open practice. This year's press conference will unveil a new member of the in-venue entertainment team, followed by the official menu tasting.

Charles Schwab Field Omaha is being recognized at the 2023 National Sports Safety and Security Conference & Exhibition for leadership in addressing safety and security issues. The National Center for Spectator Sports Safety and Security (NCS4) "Facility of Merit Award" recognizes sports facilities that have demonstrated innovative approaches to enhancing safety. A total of five venues and/or events are being recognized, which also includes Minute Maid Park (Houston) and Allegiant Stadium (Las Vegas).

Lastly, the 20th Anniversary celebration of CHI Health Center Omaha will be held in September. In conjunction with this milestone, Ms. Engdahl has been in discussions with some local publications about some articles and profiles to help commemorate the event and speak about the economic impact this building has had in the last two decades.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Monday, June 5, 2023.

In attendance were Ms. Diane Duren, Mr. Tom Kelley, Mr. Roger Dixon, Ms. Diane Mills, and Mr. Bob Freeman.

The Committee reviewed the April Statements, which were strong and 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 also reviewed next year's (draft) budget and noted that there will be significant capital expenditures needed for continuous upkeep of a state-of-the-art facility.

Real Estate Committee

Mr. Jay Noddle stated that due to the short turnaround of last month's Board Meeting he has not yet attended the update meetings for the streetcar or truck route. However, there are plans in place to reroute truck traffic away from the MECA campus during MCWS and any other major events. There have been numerous title transfers just west of the facility over the course of the last 8-10 weeks. Many privately owned lots once made available for parking have been sold. There is an agreement with the city to administer parking for MCWS this year, but next year there will be buildings on some of those sites.

Contract Approvals:

Chairwoman Duren indicated there are four contracts requiring Board approval.

Musco Sports Lighting, LLC

RESOLVED, that the Agreement between MECA and Musco Sports Lighting, LLC for the purchase and installation of LED Sports Lighting 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.

Mr. Kelley inquired about the life cycle of this purchase. Mr. Dixon responded approximately 20 years.

Moved by Mr. Kelley seconded by Ms. Buffett.

Motion carried: 5-0

AmpThink LLC

RESOLVED, that the Agreement between MECA and AmpThink LLC for the purchase of Cisco switches, firewalls, and routers for 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 Ms. Buffett.

Motion carried: 5-0

Alpha Video and Audio, Inc.

RESOLVED, that the Agreement between MECA and Alpha Video and Audio, Inc. for the purchase and installation of front-end equipment for television and digital signage 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.

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

Moved by Mr. Gray seconded by Mr. Kelley.

Motion carried: 5-0

Cargo Zone LLC

RESOLVED, that the Agreement between MECA and Cargo Zone LLC to provide warehouse services for MECA managed facilities, 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 Ms. Buffett seconded by Mr. Noddle.

Motion carried: 5-0

Recently Approved Contracts

MECA management has awarded contracts for CHI Health Center Omaha to TRI Project Solutions for the concept analysis of the east expansion; Bobcat of Omaha for a skid steer loader; Cimco for ice plant repairs; Doll Construction to replace concrete plaza stairs; Douglas Equipment for a rear-load refrigerator; and a contract for CSFO to Lincoln Laminating for the replacement of concession stand countertops.

Next Board Meeting

The next Board of Directors Meeting is scheduled for Monday, July 10, 2023, at 1:15 p.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 9:40 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 Ms. Buffett.

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.