

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION  
AUTHORITY BOARD OF DIRECTORS MEETING – OCTOBER 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 9:08 a.m. on Monday, October 16, 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 October 9, 2023, and in the *Omaha World-Herald* on October 9, 2023.

**Approval of Minutes:**

Mr. Kelley moved for approval of the minutes of the September 11, 2023, MECA Board Meeting, seconded by Mr. Noddle.

Motion carried: 4-0 (Mr. Gray abstained).

**President/CEO Report:**

Mr. Roger Dixon reported construction work continues in and around the building. The construction of the courtside lounge is advancing as planned. The concrete is being replaced at the garage entrance off of 10<sup>th</sup> Street and is anticipated to be completed by Friday, October 20.

There have been some changes in the reporting process for Levy as Jennifer Bryson has been promoted. Previously, MECA was listed as an ‘arena group’ and now it is considered a ‘convention center group’ under Katherine Putnam, with Cindy van Rensburg as the Division President. No major changes are anticipated as Levy will still have access to the arena and stadium.

MECA, NCAA (National Collegiate Athletic Association), CWS, Inc., and the City of Omaha met for an Operational Advisory Committee meeting last week to discuss the 2024 Men’s College World Series (MCWS).

**Other Business:**

**Corporate Sales & Marketing Update**

Mr. Tom O’Gorman reported that work continues on finalizing the Omaha Supernovas professional women’s volleyball team schedule. Dates have been provided and the schedule is expected soon.

The Aerosmith concert, previously scheduled for November 10, has been postponed. No information has been released by Live Nation regarding a new event date.

The concert year is looking favorable. Disturbed, a heavy metal band from Chicago, was just announced this morning; more announcements are to come in the next few weeks.

The ticketing process for the First and Second Rounds of the NCAA Division I Men's Basketball Championship is progressing nicely. There are roughly 800 seats still available for sale.

Club seat renewals at CHI Health Center Omaha (CHIHCO) are currently at 97%. Advertising/sponsorships are expected to be back to 100% next month. The club seat renewal process has just begun at Charles Schwab Field Omaha (CSFO), but there are only a small number of seats for renewal.

### **Operations & IT Update**

Mr. Kevin Raymond stated that operations is working to complete projects within a small window due to the number of events scheduled. The arena LED sports lighting is now fully operational. The new TV system upgrade at CHIHCO has been completed and the upgrade will begin in November at CSFO. Work on the sprinkler system is done in Lot A and B. Due to construction around Lot D, this project will be postponed until spring. Expansion construction on the Bob Kerrey Pedestrian Bridge, commonly known as the "Baby Bob", is progressing as planned.

Pending Board approval today, new CSFO signage will be installed in the stadium just under the press box. This cost will be reimbursed by Charles Schwab. Manufacturing can begin as soon as this month with anticipated completion in November (weather permitting).

Planning continues for the 2024 March Madness as the National Collegiate Athletic Association (NCAA) will hold another on-site in November. CHIHCO will be hosting the first and second rounds on March 21 – 23.

Chairwoman Duren inquired about the location of the concrete proposal from Doll Construction, which is on the agenda for Board approval today. Mr. Raymond responded that this work is spread all over the campus; the bulk of the project will begin in the spring.

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

Ms. Chris VanDorn reported Levy just finished closing out September financials and it has been another busy month. A record was set for the highest September revenues in building history for CHIHCO, which exceeded the previous highest month in September 2014 by 54.7%.

This is Levy's strongest first quarter of any fiscal year in building history. CHIHCO is beating the preceding first quarter leader, fiscal year 2018, by 21.3%. Campus wide (including both CHIHCO and CSFO), Levy is beating the previous highest first quarter sales which was fiscal year 2012, by 61.4%.

CHIHCO concessions had positive sales in the last half of the month with the Jonas Brothers, Suicideboy\$, two days of the River City Rodeo, Dave Chappelle, and the Bridal Fair Expo all

combined to an average per cap of \$13.58 for the month. It was also a big month for merchandise sales. Levy saw an average per cap of \$29.10 between the two.

Group Sales were non-stop throughout the whole month with 16 events and 24 event days bringing in revenues that actualized 51.6% over budget.

During the last meeting, Ms. VanDorn had mentioned that Senior Executive Chef, Tyler Humphrey, was joining Saving Grace as a panelist in their 10<sup>th</sup> anniversary celebration to help lead discussions about the impact of wasted food on society and solutions that everyone can be a part of. He was able to share some of the ways Levy is currently working with event planners to help keep excess food out of the landfills:

- Event planners are conscientious and inquire from the beginning of their planning process about Levy's practices and love hearing and learning about Saving Grace.
- Levy works on customized menu selections to ensure that only the necessary food is prepared.
- Planners are choosing Ala carte ordering over preselected packages to reduce unwanted items.
- Events are asking to set up an unwanted food station to capture uneaten items like apples, chips, granola bars etc. (boxed/package items).
- Events are communicating with guests about their efforts to reduce food waste. This raises awareness and encourages responsible consumption.
- Menu planning with seasonal and local ingredients, which reduces transportation related food waste and ensures fresher products.
- Events bringing compost to the front of house and educating guests, which is done in addition to the daily composting already done in all food production areas in the main kitchen.
- Use of sustainable serviceware.

The team has also been hard at work finalizing menus for the upcoming season and is looking forward to rolling those out in November for the first Creighton University Men's Basketball game.

### **Public Relations Update**

Ms. Kristyna Engdahl reported that in conjunction with the 20-year anniversary of CHI Health Center Omaha, *Omaha World-Herald* columnist Tom Shatel visited on-site with Roger Dixon about the history of the building and engaged in high-level discussions about the future. In his article titled, "Looking back on what the CHI Health Center has done for Omaha in the past 20 years", Shatel denotes the growth in north downtown Omaha, some of the significant events facilitated by this venue and said many know the CHI Health Center as "the place that changed your lives [and] the building that transformed Omaha." MECA is also currently fielding curiosity as it relates to the new courtside lounge, which requires some coordination with Kiewit.

Also, this month, work continues on finalizing press materials for the NCAA Men's Basketball Tournament coming in March, ensuring accurate and up-to-date information is provided for their online landing pages.

## **Committee Updates:**

### **Internal Governance Committee**

Mr. Tom Kelley reported that the Internal Governance Committee met on Wednesday, October 11, 2023. In attendance were Ms. Diane Duren, Mr. Tom Kelley, Mr. Roger Dixon, and Ms. Diane Mills.

The Committee reviewed the July 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 reviewed the draft of the MECA Tri-Park Complex, LLC audit report, which has now been finalized. Also reviewed was the code of ethics exceptions, everything was in order.

### **Real Estate Committee**

Mr. Jay Noddle stated that there are no major updates to report.

### **Contract Approvals:**

Chairwoman Duren indicated there are five contracts requiring Board approval.

### **Owen Holdings**

**RESOLVED**, that the Advertising/Sponsorship Agreement between MECA and Owen Holdings 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: 5-0

### **HUB International**

After discussion, the Board requested an extension to a vote, so that more information may be obtained and reviewed. This agreement will be tabled for subsequent approval via written consent before November 1, 2023.

### **Cummins Sales and Service**

**RESOLVED**, that the Agreement between MECA and Cummins Sales and Service to provide labor, equipment and materials to replace generator controllers 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 Ms. Buffett seconded by Mr. Noddle.

Motion carried: 5-0

#### 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: 5-0

#### Omaha Neon Sign

**RESOLVED**, that the Agreement between MECA and Omaha Neon Sign to manufacture and install an exterior illuminated sign on the field side roof 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. Gray seconded by Ms. Buffett.

Motion carried: 5-0

#### Next Board Meeting

The next Board of Directors Meeting is scheduled for Monday, November 14, 2023, at 1:15 p.m. in the MECA Board Room.

#### Executive Session

Chairwoman Duren stated the time is 9:51 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 10:40 a.m. a motion was made to come out of Executive Session, and to adjourn, made by Ms. Buffett, seconded by Mr. Noddle.

Motion carried: 5-0

Adjournment 10:40 a.m.