

**MINUTES OF THE METROPOLITAN ENTERTAINMENT & CONVENTION
AUTHORITY BOARD OF DIRECTORS MEETING – JANUARY 17, 2024**

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 1:07 p.m. on Wednesday, January 17, 2024.

Roll Call:

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

Proof of Publication:

Notice of the meeting was published in *The Daily Record* on January 10, 2024, and in the *Omaha World-Herald* on January 10, 2024.

Approval of Minutes:

Mr. Gray moved for approval of the minutes of the November 14, 2023, MECA Board Meeting, seconded by Mr. Kelley.

Motion carried: 5-0.

President/CEO Report:

Mr. Roger Dixon reported that after several failed attempts at fixing the ice floor in preparation for Disney on Ice, MECA will allow the event to bring in a portable floor. Future events with Disney will be re-evaluated. The cost and timeframe of replacing the ice rink are substantial and Mr. Dixon indicated it is not in MECA’s best interest to replace it, but for now we will table that discussion.

Other Business:

Convention Center Sales & Marketing Update

Ms. Denise Niebrugge reported that there are currently 125 events on the books, utilizing 280 event days for the current fiscal year. Since the October 14 Board meeting, 17 events with 28 event days and over 7,400 hotel room nights have been added. In addition, 36 license contracts have been signed.

Corporate Sales & Marketing Update

Mr. Tom O’Gorman reported that major booking agents from Los Angeles, Nashville and New York are back from the holiday break. Look for numerous event announcements coming in the near future.

The volleyball court for the Supernovas arrived on Monday and the operations team have been diligently working with them to prepare for practices this week.

Mr. O’Gorman has been working on submitting bids for NCAA basketball and volleyball events for the years 2026 and 2027.

Renewal work continues on club seats. There are a few stragglers at CHI Health Center Omaha (CHIHCO) and still a fair amount in the sunny sections of 204 and 220 at Charles Schwab Field Omaha (CSFO).

Chairwoman Duren noted the country artists are being featured at the Steelhouse Omaha and asked how it might affect MECA. Mr. O’Gorman responded that these acts are most likely opening acts to larger shows. Having them featured at the Steelhouse (and other smaller venues) benefits everyone and helps grow popularity so that they are later able to headline their own larger shows.

Operations & IT Update

Mr. Kevin Raymond stated Creighton University men’s basketball attendance continues to be strong despite the weather. The teraflex flooring was received in preparation for the Supernovas Pro Volleyball Team and was cut to court size, which will expedite floor changes for Creighton’s men’s basketball. They will conduct a full rehearsal on January 20 and the first game is scheduled for January 24. It will be streamed live via their pro volleyball website.

Planning is in full swing for the 2024 March Madness as Creighton University and the National Collegiate Athletic Association (NCAA) are meeting weekly with MECA to discuss the upcoming event. CHI Health Center Omaha will be hosting the first and second rounds on March 21 – 23.

Operational meetings for the Men’s College World Series (MCWS) have begun, and the annual partners meeting will be held on February 21 where details and logistics for the 2024 Series will be discussed.

Work continues on the Bob Kerrey Pedestrian Bridge expansion, commonly referred to as the “Baby Bob”. The project is on track to be completed in October 2024.

The courtside lounge construction is progressing and is anticipated to open as scheduled in February 2024.

Levy Food & Beverage Update

Ms. Chris VanDorn reported that despite the loss of two budgeted events in December, Levy’s revenue still came within 9.5% of budgeted sales. This was mostly due to Creighton University’s strong attendance, especially for the Alabama and Villanova games. Three basketball games in December came in 71% over budgeted revenues. The stadium was not budgeted to have any revenues during December but two private events helped offset some of the fixed costs of the off season. Levy is halfway through the fiscal year and year-to-date sales remain strong. Campus wide sales are over budget by 36% and net profit is up by 85%.

Operationally, the upcoming event schedule is busy, and Levy is working on developing new and specialty items for the Supernovas volleyball season and the NCAA March Madness Basketball

Tournament. In just a few short weeks, Levy will bring in products for the upcoming baseball season which will begin in just over seven weeks, weather permitting.

Also in December, the entire building participated in Levy's 14th year of supporting the Open Door Mission's Santa's Toy & Joy Shop project. There is a tremendous amount of donations received campus wide, and the Open Door Mission is extremely grateful for the support of countless families in need each year.

Public Relations Update

Ms. Kristyna Engdahl reported that in late November, Cirque du Soleil CORTEO offered interactive media availabilities in promotion of their show at CHI Health Center Omaha. These opportunities drew multiple reporters and social media influencers to the demonstrations, where some photo essays and visual story-telling mediums helped to illustrate what fans can expect at a traveling Cirque du Soleil show. Ms. Engdahl also helped to facilitate early morning live shots and live interviews on local radio stations.

On social media, single session ticket sales for the Omaha Supernovas professional volleyball team are being promoted, while offering support for some upcoming media events the Supernovas are facilitating in venue, ahead of their first home match next week.

November media monitoring efforts for CHI Health Center Omaha produced substantial numbers, reaching about 2.8 billion people with stories about the facility for a total publicity value of around \$26.2 million. Additional significant stories included ongoing coverage of the Creighton Men's Basketball season, as well as continued mentions in association with Olivia Rodrigo and Lainey Wilson's concert announcement.

Committee Updates:

Internal Governance Committee

Mr. Tom Kelley reported that the Internal Governance Committee met on Thursday, January 11, 2024. In attendance were Ms. Diane Duren, Mr. Tom Kelley, Mr. Roger Dixon, Mr. Bob Freeman, and Ms. Diane Mills.

The Committee reviewed the September and October Statements, which were very 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.

In addition, Mr. Kelley noted the Committee also favorably reviewed the quarterly investment report, as well as the contemplated expansion project and its financial impact on MECA.

Real Estate Committee

Mr. Jay Noddle stated that private commercial real estate activity continues to be active in the downtown area.

Progress on the truck route has been steady and the City appears to be in a position to make the necessary acquisitions for required right-of-way for the route. In the coming weeks, the city will engage civil engineers and design teams to begin the design of the truck route. Construction on sections of the route may begin in the third or fourth quarter of 2024.

The City Council recently approved two bonds for the Streetcar project. The project is moving along quickly, and Mr. Noddle anticipates reviewing images for the vehicle maintenance facility next month.

Contract Approvals:

Chairwoman Duren indicated there are three contracts requiring Board approval.

TRI Project Solutions

RESOLVED, that the Agreement between MECA and TRI Project Solutions to provide services for the east expansion project 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.

Chairwoman Duren inquired if the agreement holds provisions to address if the required funds cannot be raised. Mr. Dixon responded that yes, if the project does not move forward, payment will only be made for services rendered up to that point and the contract terminated. Mr. Bob Freeman noted that the contract needs to state it can be unilaterally terminated.

Mr. Noddle asked if the agreement has performance criteria included. Mr. Dixon confirmed that it does.

Moved by Ms. Buffett seconded by Mr. Gray.

Motion carried: 5-0

DLR Group, Inc.

RESOLVED, that the Agreement between MECA and DLR Group, Inc. to provide services for the east expansion project 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. Noddle asked if the contract has a different fee schedule for the building and the furniture, fixtures and equipment (FF&E). Mr. Dixon stated that FF&E is included in the agreement;

however, if needed MECA will assume the cost. Mr. Noddle suggested removing FF&E and replacing it with electronics. Mr. Dixon agreed to the suggestion.

Mr. Noddle inquired if the agreement contemplated a design contingency, and, if so, is there a percentage of the cost of work associated with that. Mr. Dixon stated that it is an ongoing discussion.

Moved by Mr. Gray seconded by Ms. Buffett.

Motion carried: 5-0

Diageo

RESOLVED, that the Advertising/Sponsorship Agreement between MECA and Diageo 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: 5-0

Recently Approved Contracts

MECA management has awarded the following contract:

- Terracon – Geotechnical Engineering Services.

Next Board Meeting

The next Board of Directors Meeting is tentatively scheduled for Wednesday, February 14, 2024, at 10:15 a.m. in the MECA Board Room.

Executive Session

Chairwoman Duren stated the time is 1:36 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. Gray, seconded by Ms. Buffett.

Motion carried: 5-0.

Adjournment

At 2:15 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: 5-0

Adjournment 2:15 p.m.